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New U.S. Trade Center in Bangkok Serves Seven Southeast Asian Countries

—*Special Supplement:* Pages S1-S12

COURTESY EMBASSY OF THE FEDERATION OF MALAYA

Ocean-going liner creeps into Saigon, one of some 1,300 vessels carrying food, textiles, and manufactures that call at the port each year.

Trade Lists Provide Leads for Vending Machine Firms—Cover Page 2

Foreign Commerce Weekly

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Trade Lists Appraise Propects For Vending Machine Exporters

Foreign markets for coin-operated machines are appraised and potential customers and agents for U.S. manufacturers identified in a new Trade List series.

Lists of *Vending Machines—Importers and Dealers,* now being published by the Bureau of International Business Operations, are currently available for 12 foreign countries.

The list for each country gives the names and addresses of importers, wholesalers, retailers, and agents handling all types of coin-operated machines. These include vendors, dispensers, coin changers, amusement machines, automatic phonographs, juke boxes, parking meters, turnstiles, parcel-checking lockers, pay locks, scales, refrigerators, machines for laundromats, etc., as well as coin-operated mechanisms for such machines. The relative size of each firm is shown with a description of the individual products handled, territory covered, and number of traveling salesmen employed.

Export Markets Appraised

The introductory section of the Trade List for each country supplies helpful information on the market situation and on Government regulations affecting imports. Excerpts from the 12 lists published to date are summarized here for the benefit of U.S. manufacturers who are looking for export possibilities.

● **Algeria.**—Although no statistics on the pattern of sales and usage of vending machines are available, automatic coin machines of all kinds are evidently becoming increasingly popular throughout Algeria, especially in urban areas. In Algiers, juke boxes and billiard machines have been introduced into many of the cafes. Chocolate and candy dispensing machines are often found outside drug stores. On the principal streets of Algiers and near the University, which is centrally located, vending machines have been installed in an effort to cater to students.

Vending and similar automatic coin machines, though serviced locally, are not manufactured in Algeria. Consequently, the local market is supplied entirely by imports.

● **Australia.**—The vending-machine trade in Australia is still young, having started only about 3 years ago. The trade in amusement machines, however, has been operating for considerably longer. Few companies are engaged in producing or importing vending machines in Australia whereas numerous companies, both large and small, are engaged in the production, importation, or operation of amusement and other coin-operated machines.

Vending machines currently going on the Australian market are predominantly locally built. Imports of such machines are almost exclusively from the United States. Complete statistics are not available, but in fiscal year 1959-60 119 machines were imported from the United States, and in fiscal 1960-61 362 machines were imported from the United States. The figure for fiscal year 1961-62 could be as low as half that for fiscal 1960-61, due to a slight economic recession during the latter part of 1961.

● **Austria.**—Only a few Austrian firms manufacture coin-operated vending machines, and this production is restricted to hot and cold beverage vendors, ice-cream vendors, candy vendors, photo-film vendors, cigarette dispensers, chewing-gum dispensers, parcel-checking lockers, foot-massage machines, automatic scales, and paylocks. No statistical data are available on this production which is considered insignificant. Coin-operated vending machines, pinball games, and juke boxes are either rented out against payment of rentals or operated on their own account by vending-machine companies; or they are bought by food manufacturers, grocers, tobacconists, coffee bars, restaurants, and department stores.

The volume of retail sales through coin-operated vending machines is still comparatively small, but will certainly increase in the future. Particularly the labor shortage, if it continues, will force the catering and retail trades to turn to automatic selling to an increasing extent.

Cigarette, candy, postcard, and photo-film vendors have been in use for some time. Hosiery, postage stamp, cosmetic, and delicatessen vending machines have recently gained a foothold on the Austrian market, which is only beginning to introduce vending machines for coffee, milk, and ice cream. A certain saturation has been reached with respect to juke boxes. Turnstiles, coin-operated radio and television receivers are not in use in Austria. Slot machines are permitted only in the five licensed casinos of the Austrian Casino Company. Coin-operated automatic scales have been in use in Austria for several decades.

Imports of coin-operated vending machines and related equipment in 1960 were valued at approximately $2 million, of which West Germany contributed

(See Lists, page 418)

BDSA Conducting Extensive Programs To Increase American Exports

by Eugene P. Foley

Director, Business and Defense Services Administration

THE Commerce Department, through its Business and Defense Services Administration, for many years has been the center of expert knowledge of commodities covering 426 manufacturing industries.

Almost without exception this knowledge includes foreign marketing, sources of raw materials, exchange of technological information, styles, trends, research, new product developments, world production, international trade, and foreign price levels in relation to monetary exchange.

As L. Edward Scriven, Director of the Bureau of International Business Operations, mentioned in a Foreign Commerce Weekly article last week, the Business and Defense Services Administration works with his bureau, the Bureau of International Programs, and the Department's Office of Field Services on many activities. One of the most important, perhaps the most important, current program is the drive to expand U.S. exports. We have launched vigorous efforts to stimulate international trade participation by U.S. industry in several fields.

EUGENE P. FOLEY

The industry association phase of the National Export Expansion Program was initiated in August 1961. Letters were sent out over the signature of Secretary of Commerce Luther H. Hodges to the executives of some 880 national industry associations representing the full range of manufacturing industries, offering the assistance of the Department of Commerce in development of export expansion programs tailored to the needs of individual industries. To date, 346 responses, about 40%, have been received. Of this number, 280 indicated interest in the program and expressed an intention to initiate or extend activities in the export field. Twenty-three replies referred to special problems confronting industry which created difficulties in the expansion of exports. Only 43 replies expressed no interest in the export field.

The responses by the individual associations have been referred, for personal contact and follow up, to the Commerce Field Offices nearest the headquarters of those associations. A number of national associations are headquartered in Washington, D.C. Contact and follow up with these associations has been made by representatives of the BDSA industry divisions in cooperation with the Bureau of International Business Operations.

NEEC Cooperation

Activities of the Field Offices in carrying out the industry association program have been coordinated with the already existing program of the National Export Expansion Council and the 34 Regional Export Expansion Councils. Members of the councils are private industry men serving without compensation. Field Service Office Managers serve as executive secretaries of the regional councils.

A SPOT sampling shows a wide range of activities generated by the association contacts: Instituting a weekly service on trade opportunities of a specialized nature; assisting a professional association service organization in development of programs for five associations with no export experience; studying world supply-demand for paper and paperboard; furnishing technical data relating to industrial adhesives; cooperating with the Agriculture Department on supply problems for semolina wheat flour for the macaroni industry; investigating effect on the barley and malt producers of sales of barley to oversea buyers by the Commodity Credit Corporation;

Working with industry on improvement of statistical reporting for the packaging machinery industry; assisting U.S. industry groups in negotiations for sharing in Federal procurement overseas; helping to obtain technical specifications for foreign competitive automotive replacement parts; setting up plans for an exhibit of foreign language technical books; and other projects.

BDSA initiates comprehensive foreign market surveys concerning commodities or industries, on the basis of requests from industry sources. The surveys are conducted simultaneously for the Commerce Department by State Department commercial officers at selected foreign service posts, and are consolidated, analyzed, and prepared for publication by BSDA industry divisions and staff. Requests for market surveys are carefully screened to insure that they are needed by industry and that the information is not available from local government sources.

Seminars on Export Expansion

In cooperation with the Bureau of International Business Operations (BIBO), BDSA is planning for individual company representatives, a series of seminars to present programs and services relating to the export field, such as trade opportunities, commercial intelligence reports, and trade fair program, trade missions, trade centers, and insurance and financing programs. These seminars will be offered through the industry associations, in day-to-day contacts by the industry divisions, through the Foreign Commerce Weekly, by the Field Offices, and through the Business Service Center. Meetings will be patterned after a very successful one held recently with key officials of a large company.

In another effort to promote foreign trade, BDSA is seeking the views of various industries on a plan to use motion-picture films of their products to boost foreign sales.

Films prepared by companies in the language of the country where used would be shown by U.S. commercial attachés as part of their sales effort.

(See BDSA, page 438)

A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts

BRIEFS ON WORLD COMMERCE

- ARGENTINA.—Minister of Economy recently announced removal of retention taxes and most charges on exports of corn, millet, grain sorghums, kaffir, and guinea corn.

- BELGIUM.—BLEU imports in December amounted to 17.5 billion francs, slightly below November's 17.8 billion (1 Belgian franc=US$0.02). Exports slumped to 15.9 billion francs from 17.4 billion in November. Year's totals were 209.2 billion francs imports and 195.3 billion exports, compared with last year's 197.9 billion and 188.8 billion, respectively.

  New export financing planned to permit Office National du Ducroire greater participation in financing export operations exceeding 5 years; CREDITEXPORT pool's funds to be increased from 4,750 million francs to 6 billion, permitting export financing for period exceeding 5 years; new pool to be formed by Belgian commercial banks, contributing 1 billion francs, and National Industrial Credit Co. and National Savings Bank supplying another 1 billion francs.

  Incorporation rate of domestic wheat in locally milled flour reduced last month from 70% to 65%. . . . Separate decree sets conditions for denaturing domestic wheat for feed uses.

  Recent survey counts around 276,000 retail stores in Belgium, or 1 for just over every 33 persons in country.

- BERMUDA.—Construction of a 3d radio station pending Government approval; would end present monopoly of Bermuda Broadcasting Co., Ltd., whose exclusive rights expired in 1953.

- BRAZIL.—Petrobras, Government petroleum monopoly, reported discovery of new petroleum area in State of Bahia which is outside Reconcavo area, sole present source of production.

  An Agrarian Reform bill, unanimously approved by Council of Ministers, is scheduled to be presented to Congress this month.

  A telex system between Rio de Janeiro and Sao Paulo, and short wave telephone and telex services between Rio de Janeiro and Recife, largest city in northeast, have been inaugurated.

- DENMARK.—Ministry of Commerce informs U.S. Embassy that licenses for importation from countries in the free list area will be granted freely for import of apples from April 15–July 15 this year, and of pears and quinces, until July 31.

  Imports totaled 1,130 million crowns in December 1961, while exports reached record 1,039 million crowns (1 Danish crown=US$0.145). Total 1961 imports valued at 12,875 million crowns and exports at 10,456 million, leaving record trade deficit of 2,419 million crowns (2,269 million crowns in 1960). Imports from U.S. came to 1,105 million crowns in 1961, a 9% decline from 1960. Exports to U.S. (including shipments—largely food products—to U.S. armed forces in Germany) increased to 964 million crowns from 900 million the preceding year.

  Parliament has passed bill increasing government export credit guarantees

ceiling from 1.5 to 2.0 billion crowns, pending completion of study of program's functions and administration.

- FRANCE.—Renault, Government-owned automobile manufacturer, has begun to produce a small pleasure boat, the RPI, equipped with same motor used in automobile sold in France as the Floride and in U.S. as the Caravelle. Renault hopes to profit from an expanding pleasure boat market in France and is pricing RPI at about US$1,500.

  A 125-acre General Motors site at Rheims is being laid out for use in 1963 for building a car assembly and distribution center and later for transfer of some of Frigidaire plant activities at Gennevilliers near Paris.

- GERMANY, FEDERAL REPUBLIC OF.—Official opening of what claimed to be first coin-operated self-service drycleaning and laundry establishment in Germany occurred last month. Installation wholly U.S.-equipped; automatic drycleaning machines, washers, and drying tumblers manufactured by Borg Warner International Corp., Chicago.

  Railway freight rates for heating oil have been reduced by up to 60%, varying according to distance. German Federal Railway has applied for freight reductions of 10% to 12% also on coal. Approval by Transport Ministry considered likely.

- INDIA.—Plant for manufacture of cement mill machinery, steam generating plants, heat exchangers, pressure vessels, and equipment for mining and other industries has begun operations in Durgapur, West Bengal. Plant installed for estimated $42 million by joint venture of Associated Cement Companies of India and Vickers, Ltd., and Babcock & Wilcox, Ltd., of U.K.

  Significant new coal deposits, considered of high quality, discovered in Mirzapur district of Uttar Pradesh State.

  Commissioning of 3d and last blast furnace at Durgapur steel plant now possible with recent completion of 3d coke oven battery.

  Tinplate mill now operating at Rourkela Steel Works, India's second largest producer of tinplate, with annual capacity of 50,000 tons.

  Government will license imports of 10,000 automatic looms to modernize textile industry and promote cotton textile exports; will require licensees to export 75% of production from new looms.

  New policy to promote exports of products made from copper and brass and from alloys of copper, tin, lead, and antimony will permit Indian exporters to import virgin nonferrous metals up to 90% of value of products exported.

  Establishment of a free-trade zone in port of Cochin, Kerala State, has been recommended by delegation of All India Manufacturers' Association, for consideration by Indian Government.

- IRAN.—A National Iranian Airlines Co. has been established with exclusive Iranian flight rights.

- ISRAEL.—Licensing agreement signed between firm of Hamashbir Hamerkazi and New Holland Machine Co., a division of Sperry Rand Corp., providing for local assembly and production of balers.

  Foreign investments channeled through Investment Authority totaled $158 million in 1961 compared with $106 million in 1960. Total foreign investments expected to reach target of $200 million in 1962.

- ITALY.—Reduction of compensatory tax on imports went into effect February 11. Top rate of 8% reduced to 6.5%, with comparable reductions in lower rates.

  Guarantee agreement signed for $3.76 million loan from European Investment Bank which will be disbursed by Cassa del Mezzogiorno to: Trinacria Co. of Enna, Sicily ($1.6 million), for potassium salt processing plant; Wespa Co. ($1.4 million) for industrial valves plant near Messina; Tyndaris Co. ($0.4 million) for candy factory at Patti; Monti Co. ($0.4 million) clothing plant, Pescara.

  Black and Decker, Ltd., London, has acquired control of Star Utensili

Elettrici S.p.A. of Milan, manufacturer of electric machine tools.

Net receipts from tourism, about $640 million in 1961, helped considerably to offset billion dollar trade gap.

Output of adding and calculating machines, estimated at 700,000 units in 1961, up 70% over 1960.

Renault and Alfa-Romeo have formed Sviluppo Automobilistico Meridionale (SAM) to produce new Renault R 4 at Naples.

- JAPAN.—A 5-year contract has been concluded between Japan's largest independent refining and marketing company, Idemitsu Kosan, and Phillips Australia Petroleum Co., subsidiary of Phillips Petroleum Co. (USA), to export to Australia in 1962 about 100,000 kiloliters of gasoline, kerosene, and light diesel fuel. These will be first Japanese petroleum products exported to Australia.
- JORDAN.—Government has abolished Import Commodity Program of February 5, 1961, which restricted imports of certain commodities to U.S. sources. Jordan now studying new ways of attracting U.S. goods to its markets.
- LEBANON.—To combat high cost of living, Government has decided to remove pre-World War II punitive tariffs imposed on imports of certain Japanese goods, including textiles, knitted goods, cast iron and steel pipes, light bulbs, elevators, leather trunks, and brushes.
- LUXEMBOURG.—Goodyear Tire & Rubber Co., S.A., only firm in Luxembourg manufacturing rubber products, has launched expansion of plant at Colmarberg. Production capacity to be increased by over 60%; equipment to be extensively modernized. Plans include enlargement of facilities for Goodyear's European Research and Development Office, located at Colmarberg plant. New production facilities should be in operation by fall.
- MALI.—Agreements signed with Federal Republic of Germany on long-term development credits of about 13 million marks (US$3.25 million), for construction of 2 mills in Mali to process peanut oil for domestic market and export.
- MEXICO.—Industrial developments include following company items: Petroleos Mexicanos (PEMEX) commenced production of anhydrous ammonia last month at Minatitlan, Veracruz, installation. PEMEX's ammonia plant in Salamanca, Guanajuato, will begin operations in March. Capacities of the plants are, respectively, 80 and 220 metric tons daily.

  Celanese Mexicana, S.A., has inaugurated new nylon tire cord plant at Toluca, State of Mexico, to produce cord under Firestone Tire & Rubber Co. process. Annual output expected to rise shortly to 1,000 tons which, together with that of Fibras Quimicas, S.A. in Monterrey, will make Mexico virtually self-sufficient.

  Climas y Representaciones, S.A., established in Monterrey with capital of $40,000, will manufacture air-conditioning equipment. Firm plans to market models ranging from small room-cooler units to larger commercial-industrial cooling systems. . . . Tecnicos American, S.A., affiliate of American Refrigeration Products, S.A. de C.V., will render technical services and make installations of commercial refrigeration and air-conditioning equipment. . . . Construcciones y Equipos Ferroviarios, S.A., Mexico City, new firm capitalized at $88,000, will specialize in railroad construction. . . . Gruas Industriales, S.A., Mexico City, now organizing to design and manufacture industrial cranes. . . . Maquinaria Dora-Mex, S.A., Puebla, Pue., capitalized at $40,000, will manufacture machinery for producing tile; production expected by midyear.

  Power development program for remainder of present administration calls for expenditure of 8.392 billion pesos (1 peso=US$0.08) in 1962-64, to increase generating capacity from 2.455 million to 4.668 million kw. Future expansion will be predominantly by Federal Electricity Commission, a government agency in Mexico City.
- PAKISTAN.—Japanese interests are participating in establishment of $11 million

soda ash factory at Gharo, near Karachi. Four million dollars of the total will be raised in Pakistan and balance will be utilized from recent $25 million Japanese credit extended to Pakistan. Plant, with yearly capacity of 60,000 tons, is expected to be completed by 1965.

Japan Consulting Institute has reported favorably on feasibility of building a cement factory near limestone deposits at Takerghat, East Pakistan. Report states there is enough limestone to support a 500-ton per day plant for 40 years.

East Pakistan's first fertilizer plant, located at Fenchuganj, has gone into production. Built by Japanese interest for $51.7 million, it will have annual capacity of 117,000 tons of urea. Substantial portion of foreign exchange costs of plant financed by U.S.

- PARAGUAY.—Government has reduced advance deposits on imports. Most imports, formerly subject to prior deposits of 110% or 200% of f.o.b. value, now will be subject to a 100% requirement.

  Draft legislation which would set up a planning agency to coordinate the various development programs of country, reportedly will be submitted to the Congress soon.

  Paraguayan Housing Institute created recently as autonomous government agency with authority to construct housing units for low-income families and other buildings for revenue-producing purposes. Authorized capital is $8 million.

- PERU.—Consortium formed by U.S. Mobil-Peruvian Oils and Minerals Ltd.-Cia. de Petroleo "El Oriente" S.A., and Elwerath-DEA-Wintershall reports discovery of major natural gas deposit in eastern Peru. Extensive investments will be required to exploit find; construction of a pipeline across Andes to coastal area estimated to cost $42 million.

- PORTUGAL.—An Israeli-Portuguese company has been authorized to establish a factory in Portugal to manufacture electric appliances, both for domestic market and export.

- SOUTH AFRICA, REPUBLIC OF.—Gold production in January passed the 2-million-ounces-a-month mark, exceeding 50 million rands (1 rand=US$1.40). Doubling of production since 1953 was aided by opening of rich new mines and plentiful supply of native labor.

- SPAIN.—Eximbank loan of $11.3 million made to Spanish firm, TERMINOR, for construction of a thermal electric plant in northern Spain.

  Spain and Japan have concluded new trade and payments agreement which provides for reciprocal application of trade liberalization measures.

- SURINAM.—SAFE (Surinaamse Aluminium Fabriek Everhard), a locally financed enterprise, began operations recently in new Paramaribo Industrial Park. Plant will manufacture a line of aluminum products under licensing agreement with Stanley Building Specialties Co., a division of Stanley Works of New Britain, Conn.

- TURKEY.—As of February 14, sulfuric acid is exempt from duty or production tax when imported from abroad or produced in country solely for use in mixed fertilizer industry.

- YUGOSLAVIA.—Committee for Foreign Trade has authorized enterprises to expend for purchase of goods in general permit category 60% of amount spent for that purpose in 1961. . . . Also announced: Yugoslav firms which purchase reproduction material and parts for assembly on basis of licensing agreement with foreign firm will be permitted in 1962 to spend 60% of their 1961 expenditures in foreign currency for purchase of such parts.

  Governor of National Bank announced that banking system will extend 191 billion dinars ($254.7 million) in working capital credits to business enterprises this year. Firms producing for export will be favored.

Playing Cards, Berets Among Items Sought by 12 Foreign Governments

SEVERAL foreign governments, through their authorized procurement agencies, are inviting tenders for items of interest to U.S. suppliers. These opportunities are listed below. With each item, the date given is the closing date on which bids will be accepted.

Bidding instructions, specifications, and other pertinent data are available on loan to firms domiciled in the United States, from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as indicated by a star (★), or telephone WOrth 7-2381 in Washington.

Chile

Springs for railway cars and coaches (inside, outside, single, double, and triple). Special bid 20; Mar. 30. The State Railways (Ferrocarriles del Estado-Chile), Santiago.★

Greece

Playing cards (1 million packs, or necessary cardboard sheets for manufacture), estimated value $150,000; tender B/84; Mar 17. **Fire hoses,** estimated value $13,350, Mar. 29. **Building wire** according to VDE 0250/1958, approximately 75,000 ft., estimated value $10,000; tender B/77; Apr. 3. State Purchases Directorate B', 50 Socratous St., Athens.★

Microbiology laboratory equipment, including clot-timer, photofluorometer, two flamephotometers, two automatic electric hemoglobinometers, three phasmatoscopes, three centrifuges for microhematocrits, complete electrophoresis equipment, and other materials, estimated value $18,620; tender 14703; noon Mar. 22. Institute of Social Insurance (I.K.A.), Supply Department, 8 Aghiou Constantinou St., Athens.★

India

Machine tools, including plane milling machine, automatic manufacturing type milling machine, horizontal boring facing and milling machine, horizontal floor borers, single high-power boring and turning mill, vertical boring mill, sliding surfacing and screw cutting lathes, cold sawing machine, saw sharpening machine, and saw metal cutting machine; tender D/ENG/419 may be purchased for $21.

Manufacturing equipment, including electrical tilting metal furnace, electric solder and tinning bath, carburizing furnace for traction gear wheels, portable flame cutting machine, thrust spring setting press, mica undercutting machine, soldering stove, 1-ton winch and oven furnace, required for the manufacture of transformers and other heavy electrical equipment; tender D/ENQ/420 may be purchased for $2.10.

Completed bids to be sent to Executive Engineer (GT), Heavy Electricals (I), Ltd., Bhopal, by Apr. 25. Tender papers available for price indicated from India Supply Mission, 2536 Massachusetts Ave., N.W., Washington 8, D.C.

Differential thermal unit for differential analysis; tender SE-476; Apr. 4. Three drum high intensity wet **magnetic separators** (counter current) and horseshoe **hand magnets** with keeper; tender SE-478; Apr. 10. **Ultrasonic generator;** tender SE-481; Apr. 3.

Tender forms and specifications of requirements available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

Iran

One **tank boat.** Specifications and other pertinent data obtainable for 1,000 rials (about $14) until Apr. 11 from Ports and Navigation Organization Office, 333 Naderi Ave., Tehran.

Iraq

Berets, 90,000, in sizes 6¼ to 7⅛: 50,000 khaki, 15,000 black, 1,000 red, 20,000 navy blue and 4,000 dark green. Tender ORD/9, Apr. 18.

Cotton strap, rope, and **twine** for repair of tents: 378,000 meters of cotton strap in sizes ½ in. to 4 in.; 2,800 kilos of cotton rope ½ in.; 665,000 meters cotton rope ½ in. to 1¼ in.; 2,000 kilos of cotton twine ⅛ in. Samples required. Tender ORD/8, Apr. 18.

Plain **cotton cloth:** 2.1 million meters of brown calico, and 200,000 meters of white calico 33-34 in. wide; 30,000 meters of white calico of Hamayun type (a fine white cloth used for bedsheets), 72 in. wide. Tender ORD/5, Apr. 16.

Double fly **wall tents** "I. P. Privates MK2", 500, approximate weight 400 lb., and 700 "I. P." approximate weight 180 lb.; single fly **pup tents,** 800, approximate weight 160 lb. and 900, approximate weight 80 lb.; and 200 double fly **tents** approximate weight 40 lb.; each tent to be supplied with accessories; tender ORD/4; Apr. 11.

Director, Contracts and Purchases, Ministry of Defense, Baghdad.★

Morocco

Radio transmitter (one 300 kw. or two 150 kw.); Mar. 21. All offers should be prepared in French. Services Techniques de la Radiofusion Television Marocaine, 1 Zanhat Pierre Parent, Rabat. Specifications in French.★

New Zealand

Lighting control equipment for television studios at Auckland, Wellington, Christchurch, and Dunedin; tender NZBS M-1429; Apr. 3. **Radio valves** (tubes), 571 of various types; tender CAQ 21/62; Apr. 2. **Film spools,** 16 mm., 5 in., for 200 ft. of film, 500, metal or plastic; tender NZBS M-1430; Apr. 10.

Copies of specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.★

Steel casings, A.P.I. standard 5A, H4O, seamless, 8 round threads per inch, short threading, range 3, lanolin coated, couplings power tight: 1,600 lineal ft. 16 in. O.D., 65 lb. per ft., and 4,000 lineal ft. 11¾ in. O.D. 42 lb. per ft.; tender S.M.Q. 7221; Mar. 27. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington. Specifications available from New Zealand Senior Trade Commissioner.★

Pakistan

Concrete mixers, 6, diesel engine driven, mixed batch capacity 6 cubic ft., unmixed capacity 9 cubic ft., 6-S tilting heavy duty; tender EPS/VIII/1653/D/Engg/62; Mar. 20.

Diesel bus, 12-passenger, 4-cylinder, 4,600 lb. G.V.W., with all standard fittings for tropical countries; tender/EPS/VIII/1642/Veh/62; Mar. 19.

Iron and steel materials including pipes and pipe fittings; tender/EPS/V/1606/I&S/61; Mar. 15.

Five diesel **outboard motors,** 6-7 hp., with essential **spare parts;** tender EPS/XII/1240/Engg/61; Mar. 22.

Two **motor scrapers,** water cooled 2-

DEPARTMENTS

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cycle diesel engine, 4-cylinder, 140 to 145 hp. at 2,100 r.p.m., five forward speeds and one reverse, four-wheel brakes, electrical controls, 90° left and right, capacity 7 cubic yd. struck and 9 cubic yd. heaped, approximate weight 11 tons, heavy duty tires; spare parts; tender EPS/VIII/1653/Engg/62; Mar. 19.

Two **pneumatic wheel type tractors** fitted with angledozer attachment powered by 6-cylinder 2-cycle water-cooled diesel engine, 218 hp. at 2,000 r.p.m. and drawbar hp. 10% to 12% less than 218 with torque converter, four forward speeds, two reverse, four-wheel brake; angledozer blade length 14 ft. 10 in., height 3 ft. 3½ in., blade lift above ground 2 ft. 9 in., double drum power control unit, total weight approximately 15 tons, electrical or hydraulic controls, spare parts for both tractors; tender EPS/VIII/1653/A/Engg/62; Mar. 19.

The Director of Supply, P.I.D.C. House, Motijheel, Dacca 2.★

Saudi Arabia

Construction of 115 kilometers of Mecca-Wadi Fatima-Wadi Khalif **road** to connect with existing Jidda-Medina coastal highway at Al-Qadhima; Apr. 7. Specifications and maps available from Ministry of Communications, Riyadh.

Sudan

One motor driven vertical **milling machine** with automatic lubrication and steam lubrication for cutters, table size 12 in. x 52 in. and longitudinal travel 28 in; and one screw cutting **engine lathe** 13 in. swing by 38 in. cc. Contract 2572; Apr. 4.

One **pressure gage tester** for testing and calibrating all type of boiler steam pressure gage ranging from 10 to 500 lb. per sq. in.; tender 2561; Mar. 28. One double ended **emery grinding machine**; tender 2568; Mar. 22. One diesel driven mobile **jib crane** for loads up to 5 tons; tender 2573; Apr. 5.

Office of Controller of Stores, Stores Department, Sudan Railways, Atbara.★

Diesel generating sets, 25, complete with fuel tank, starting handling, and switch board; tender 76; noon Apr. 9. Controller, Stores & Workshops, Department of Posts & Telegraphs, Light Industrial Area, Khartoum South.★

Insecticides, for control of cotton pests, as follows: 4,000 imperial or equivalent U.S. gallons Roger or Dimethoate containing 3.2 lb. per imperial gallon of pure *O, O*-dimethyl *S*-(*N*-methylcarbamoylmethyl) phosphorodithioate, packed in steel drums of 5 gal. each; 90,000 imperial or equivalent U.S. gallons Endrin emulsifiable concentrate containing 20% W/W technical Endrin, clear liquid, free from sediment and suspended matter, non-flammable, in steel drums of 40 gal. each; 50,000 imperial or equivalent U.S. gallons D.D.T. miscible oil containing 25% W/W of the chemical (dichlorodiphenyl-trichloroethane), in steel drums of 40 gal. each; 2,000 liters meta systox (methyl demeton) being a mixture of demeton-O-methyl in the proportions of 30% *O, O*-dimethyl-S-ethylmercaptoethyl-thiophosphate (thiolate) and 70% *O, O*-dimethyl-*O*-ethylmercaptoethyl-thiophosphate (thionate), in aluminum drums of 45 liters each. Tender E/1; Mar. 27. Commercial Manager, Ministry of Agriculture, Department of Agriculture, P.O. Box 285, Khartoum.★

Taiwan

Total of 8,200 bobbins imitation **cork tipping paper,** 32 mm. x 300 m./bobbin, weight per square meter 30-40 gr., bob-

(See Items, page 438)

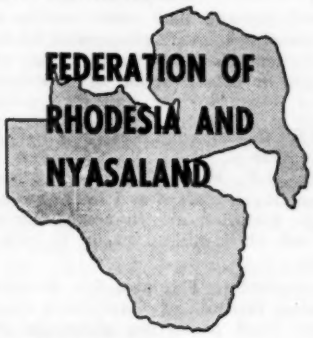
Businessman in Pakistan Asks Wheat Milling Plant

There is an immediate need in Lahore, Pakistan, for a wheat milling plant with a capacity of 30 tons per 24 hours. A 10% fine extraction plant is desired and must be wired for 400-440 volts, 3-phase, 50-cycle a.c.

The plant will consist of a feeding unit, milling unit, and fine extraction unit, and should be of either the roller milling or disc milling type. The most automatic plant available is desired.

Contact S. M. T. Hussain, 40-H Model Town, Lahore, Pakistan.

investment in



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Available from U.S. Department of Commerce Field Offices, or from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Civil Engineering Project Bids Sought by Mauritius

The Crown Agents for Overseas Governments & Administrations, acting on behalf of the Central Electricity Board, Mauritius, invites tenders for the civil engineering and building project for the construction of Fort Victoria power station.

The site is on the coast at Cassis, about a mile west of Port Louis on the east side of Grand River Bay.

Included in the project will be the excavations, reinforced concrete foundations, supply and erection of structural steelwork, reinforced concrete and sheeted superstructure, oil tank foundations, circulating water intake and outlet works, pump and screen chambers, and other ancillary works, and services.

Additional information regarding the extent of the work may be obtained free of charge from the Crown Agents.

The work is expected to begin in July and be substantially completed within 14 months.

Tender documents covering contract E.E.1742/3 will be available from the Crown Agents for Overseas Governments & Administrations, 4 Millbank, London, SW. 1, by the end of March for £15 (approximately $42). Check should be made payable to the Crown Agents, and will be refunded on receipt of a bona fide tender.

Tenders must be submitted in duplicate to the Crown Agents, to be received not later than May 14. Applicants should quote reference EC.404/9.

Additional information, including the preliminary statement and drawing, is available on loan from the Business Services Division, BIBO, U.S. Department of Commerce, Washington, D.C.

Iceland Extends Deadline On Hot Water Project

The deadline for submitting bids for supply of 1,400 metric tons of steel pipe for the Reykjavik hot water system project has been extended from Mar. 13 to Apr. 3. (See Iceland story, p. 441.)

Specifications may be obtained from Reykjavik Purchasing Center, 12 Tjarnargata, Reykjavik, Iceland. The project is financed by the International Bank for Reconstruction and Development. (FCW, Feb. 26, p. 341.)

U.S. exports of cigars and cheroots in calendar 1961 were 17.5 million pieces, compared with 21.3 million in 1960; smoking tobacco in bulk, 9 million pounds, compared with 7.7 million in 1960, the Foreign Agricultural Service reports.

Planned CONSTRUCTION PROJECTS

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

BRAZIL—National Department of Railroads, Rio de Janeiro, to spend over 18 billion cruzeiros (320 cruzeiros=$1) on **railroad projects.** Principle project would be Passo Fundo-Mussum branch in State of Rio Grande do Sul, which includes some 30 tunnels.

Newly formed Companhia Mineira de Cervejas to set up **brewery** in Belo Horizonte.

Depending on receipt of several loans, Centrais Electricas de Minas Gerais, Avenida Afonso Pena, 726-22°, Caixa Postal 992, Belo Horizonte (CEMIG) to use 11 billion cruzeiros (320 cruzeiros=$1) to expand **electrification** in Minas Gerais. An IDB loan totaling $3.5 million and U.N. Special Fund loan of $11.3 million have recently been granted.

Government of State of São Paulo studying **project for economic development** of Paraiba Valley. Projects, which include water supply systems, installation of dams, powerplants, and irrigation, drainage, and social welfare programs, would be carried out through government-controlled Companhia de Melhoramentos do Vale do Paraiba.

INDIA—Southern Tyre Manufacturing, Ltd., 6 Venkatakrishna Iyer Rd., Madras 28, Madras State, to establish **tire manufacturing plant** at Vandalur, near Madras. Technical and financial collaboration will be supplied by U.S. firm Cooper Tire & Rubber Co.

Newly formed Bharat Ball Bearing Co., Ltd., to set up **project** to manufacture **ball, taper, and roller bearings** at Ranchi, Bihar.

List of firms collaborating or planning to participate in **industrial projects** is available.★

A 3,942-foot-long **road bridge** to be built across the Little Rann of the Kutch by Public Works Department, Government of Gujarat State, Ahmedabad, India.★

IRELAND—Electricity Supply Board, 27 Lower Fitzwilliam St., Dublin, plans £2 million (£1=$2.80) **improvement program** for its **distribution grid.** Program calls for 20 38,000-volt transformer stations. Most equipment will be purchased locally.

JORDAN—Group of woolen textile importers to establish **factory** to produce up to 120,000 meters (1 meter=about 3 ft. 4 in.) of **wool** annually.

Local demand may soon require expansion of **cement plant** operated by Jordan Cement Factory Co., P.O. Box 610, Amman, or establishment of new facilities.

MEXICO—Sociedad Mexicana de Crédito Industrial, S.A., V. Carranza 54, Mexico, D.F., Mexico, to construct large **shrimp freezing plant** and **ice house** and **storage facilities** at Guaymas, Sonora. Cost set at 8 million pesos (1 peso=$0.08).

Impregnadora Petamex, S.A. to establish **plant** in State of Tlaxcala to manufacture **wood preserving chemicals** and to treat lumber.

Newly formed Silvicultura Industrial, S. de R.L. planning to build **wood pulp mill** in State of Guerrero.

Plans to establish plant for production of **synthetic resins** have been announced by Indústrias Químicas Synres, S.A., Mexico, D.F.

Plant to produce **raw materials** for **plastics molding** industry will be built in Mexico City by Materiales Moldeables, S.A. de C.V.

MOROCCO—Estimated 300 million dirhams (5.06 dirhams=$1) to be spent for **reconstruction of Agadir.** Write to High Commissioner for Reconstruction of Agadir or to Ministry of Information, Rabat.

MOZAMBIQUE—Group of South African financiers interested in constructing $1.8 million 2,000-room **hotel** at Polana Beach. Additional information requested.

NETHERLANDS — Crown Zellerbach Corp., cooperating with Van Gelder Paper Co. of Amsterdam, will build **plant** at Velsen to manufacture cellulose-free **paper** and **cardboard.**

NIGERIA—Subject to financing arrangements, tenders soon to be called for **Ibadan Water Supply Project.** Project consists of reservoirs, treatment plant, pumping plant, trunk mains, and distribution facilities. Write to Chief Water Engineer, Ministry of Works and Transport, Western Nigeria Government, Ibadan.

PORTUGAL—Lisbon financial group to build 20 low-rental **dwellings** and 10 one-family **homes** in Coimbra. Reported cost of project is $1.4 million. Plans have approval of municipality of Coimbra. Additional information requested.

SIERRA LEONE—Government and foreign businessmen considering possibility of setting up **tourist hotel** in Freetown.

Construction of **distillery** to produce omole, an unrectified spirit, to begin soon in Wellington, suburb of Freetown. (FCW July 10, 1961, p. 14.) Write to Ministry of Trade and Industry, Freetown.

SPAIN—List of firms now operating, or planning to establish, **nitrogenous fertilizer plants** is available.★

Sociedad Anónima Tasada y Beltrán, Barcelona, to install a **plant** at Hortaleza (Madrid) for **food products.**

UNITED ARAB REPUBLIC (EGYPT)—A combined AID loan and grant of $40 million to enable U.A.R. to construct **grain storage facilities** throughout the country. First phase to consist of detailed engineering work for entire project, construction of all port and terminal facilities, and building of two major distribution facilities in Cairo area.

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

Algeria's imports of unmanufactured tobacco in the first half of 1961 totaled 7 million pounds, compared with 8.3 million in January-June 1960, according to the Foreign Agricultural Service.

Algerian exports of unmanufactured tobacco, at 6.4 million pounds, however, were nearly 3 times larger than the 2.3 million pounds shipped in the January-June 1960 period.

FOREIGN CONTRACT AWARDS

Several Governments abroad have awarded contracts for construction work and supply of equipment, materials, and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Argentina: Contract for 2,600-meter Santa Fe-Paraná tunnel awarded to Argentina-German-Italian group which included Hochtief AG fuer Hoch-und Tiefbauten, 55/57 Rellinghauserstrasse, Essen, Germany, and Vianini S.p.A., 25 Via della Ferratella, Rome, Italy. Total cost set at 2,587 million pesos ($32.3 million).

Bids have been submitted to Yacimentos Petroliferos Fiscales, 777 Ave. Pte. R. Saénz Pena, Buenos Aires, for exploration and exploitation of oil resources of hitherto unassigned areas of Argentina. (FCW, July 17, 1961, p. 26, Planned Construction Projects. List of firms available.★

Greece: Ministry of Commerce approved award by National Tobacco Organization of $184,700 contract for 10,000 hand-operated knapsack sprayers to H. D. Hudson Manufacturing Co., 589 E. Illinois St., Chicago 11, Ill.

List of firms receiving contracts from Public Power Corp. for supply of treated poles is available.★

Italy: Carbosarda, state-owned Sardinian coal mining and power company, signed contracts with Pirelli S.p.A., Piazza Duca d'Aosta 3, Milan, Italy, and Les Cables de Lyon, 170 avenue Jean-Jeaures, Lyon (Rhone), France for laying undersea electric power cable from Sardinia to Italian mainland.

Pakistan: Lowest bid submitted to West Pakistan Water & Power Development Authority, Lahore, for Malisi Syphon project was by group made up of J. C. Gammon Co. of the United Kingdom and Christiani and Nielsen of Denmark. Bid was 108.1 million rupees. ($22.7 million.)

West Pakistan Water & Power Development Authority completed $25,454,000 contract with Kaiser Engineers & International, Inc., for construction of Trimmu-Sidhnai Link Canal. (FCW Foreign Contract Awards, Nov. 27, 1961, p. 24, and Feb. 19, p. 289, and Planned Construction Projects, May 15, 1961, p. 25.)

Japanese Journal To Give Publicity to U.S. Products

New U.S. products will be given free publicity in *The Japan Business News*, an economic journal published fortnightly in Tokyo.

U.S. manufacturers and their agents are invited to send press releases and glossy photo prints of their new products to the Editor, The Japan Business News, Central P.O. Box 1261, Tokyo.

The journal, which is circulated throughout the world, is interested in all new products, materials, and manufacturing processes suitable for commercial use.

East Pakistan Lists New Industrial Units

The Government of East Pakistan has published a list of firms which have been given authority to establish new industrial units. Some thirty categories of industrial production are involved, and machinery to set up these new industries is expected to cost $3,089,000.

Sixty-nine firms are involved which have approval to set up industrial units ranging in price from $2,000-$300,000. Industrial machinery to produce the following types of goods is required:

Hand tools; tin containers and drums; pumps, metal parts and fittings; light engineering workshop; cold storage equipment; electrical motors, switchgears, appliances; clay products; glass scientific, neutral, bulb shells, ampoules; woodworking; ceramics; and paper packaging, and paper converting.

Also rubber manufacturer; textile processing; coir and jute products; specialized textiles; jute bailing; cotton ginning and pressing; processing and canning of fish; rice milling; livestock feeds; cigarettes; printing and publishing; hotel equipment; agricultural and industrial waste; egg drying; biscuits; zip fasteners; and cement products.

For a list of firm names and addresses write to Commercial Intelligence Division, BIBO, Department of Commerce, Washington 25, D.C.

The Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.

Colombia's 1962 tobacco harvest is tentatively placed at 68.2 million pounds —or about 11% greater than the 1961 harvest of 61.3 million, the Foreign Agricultural Service has reported.

The increase is attributed to larger plantings in the Departments of Magdalena, Bolivar, and Córdoba, and to favorable growing conditions.

Australia Authority Invites Bids for Tunnel Equipment

The Snowy Mountains Hydro-Electric Authority (SMA) is inviting tenders for the manufacture, supply, and delivery of equipment to be used with the Snowy-Geehi Tunnel.

Specification M.125 includes two parts: Item I is for one 9-ft. by 16-ft. coaster gate and frame; Item II is for the hydraulic hoist, control system, and metalwork for Item I. Tenders may be submitted for either, or both items together.

The contract will involve the supply of 158 long tons of fabricated structural steelwork and electrical mechanical equipment for the hoist and control system.

Copies of Specification M.125 are available for £A1 ($2.25) each, not refundable, from the Stores and Supply Division, Snowy Mountains Hydro-Electric Authority, P.O. Box 332, Cooma North, N.S.W., Australia. Completed tenders are required by May 8 by the Comptroller of Stores, SMA, at the address given.

A copy is available on loan, to firms domiciled in the United States, from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Chile Seeks Tenders On Office Machinery

The State Purchasing Department (Dirección de Aprovisionamiento) is inviting bids until Mar. 23 for direct import of the following office equipment:

Total of 1,700 fixed carriage typewriters 13 in., 15 in. and 27 in.; 200 interchangeable carriage typewriters 13 in.; 200 26 in. platens for typewriters; 200 13 in. and 18 in. electric typewriters; 150 manually operated adding machines, reduced keyboard, 11-figure totalizer; and 400 electric adding machines, reduced keyboard, 13-figure totalizer.

Also 100 manually operated calculating machines, keyboard base, capacity 9 x 8 x 13 figures; 150 automatic electric calculating machines, reduced keyboard, capacity 8 x 9 x 16 figures; and 100 superautomatic electric calculating machines, complete keyboard, 10 x 10 x 20 figures.

Specifications covering the equipment, condition of payment required, and other related information may be obtained from the Public Bids and Foreign Purchases Section, Department of Purchases (Departamento Adquisiciones, Sección Propuestas Públicas y Compras en el Extranjero), Amunategui 66, Santiago.

A copy of specifications, in Spanish, is available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Lists . . .

(Continued from cover page 2)

53%, the United States 23%, and the Netherlands 18%. Smaller imports originated in Italy, France, Sweden, Switzerland, and Great Britain.

● **Belgium.**—There is no Belgian production of coin-operated vending and amusement machines, although a large manufacturer of meters and measuring instruments is capable of producing coin-operated mechanisms. According to a reliable source, a very large firm is planning to manufacture all types of automatic vending machines, but no details are available at this time.

Coin-operated dispensers are not widely in use and there is definitely a market. The machines in use at present, however, are imported mainly from Germany.

Machines for sale of postage stamps, used chiefly in post offices, railway stations, large hotels, and banks, are imported from West Germany, Switzerland, and France through local agents. The United States was the principal supplier of the juke boxes imported in 1960. The following are not available as there is no demand for them: Insurance vending machines, turnstiles, coin-operated radio, TV sets, and machines for laundromats.

Parking meters are manufactured by a large firm in Antwerp which is a subsidiary of a well-known American manufacturer. Should the use of parking meters be adopted by official authorities, local production would be largely sufficient to satisfy domestic demand. Coin-operated parcel lockers are in use only in the principal railway stations in the country. They are manufactured by one firm located in Antwerp with some parts imported from Norway. Two Belgian manufacturers supply virtually the entire domestic market for automatic scales.

● **Denmark.**—Vending machines in use in Denmark are estimated at about 20,000. The market is dominated by two Danish manufacturers which together cover about 95% of the demand. Danish machines, manufactured chiefly of stainless steel, enjoy a good reputation in foreign markets. Danish coin-operated mechanisms are reputed to be of high quality.

Demand for vending machines in the Danish market is steadily increasing. Food-vending machines which dispense hot and refrigerated food and beverages are relatively new in the market.

No import permits are required for imports of amusement machines, pinball games, slot machines, juke boxes, and the like; whereas imports of vending machines are subject to import license under a global quota, regardless of country of origin. The United States has been the principal supplier of imported amusement machines and juke boxes.

● **France.**—The number of companies engaged in importation, distribution, and sale of vending machines is very small. Importation into France of coin- or disc-operated machines for games of skill or chance is prohibited. Other automatic vending or distributing machines can be imported without an import license.

French imports of automatic vending machines were valued at 975,670 new francs in 1959, 2,037,760 in 1960, and 435,420 in the first quarter of 1961 (1 new franc=US$1). Imports from the United States accounted for 23.7% of the value of 1959 imports and 51.7% of the 1960 total.

● **Haiti.**—There is no production of coin-operated vending and amusement machines in Haiti, and the market for these machines is extremely limited. Coin-operated vending machines are not widely used or known because of cheap labor and low purchasing power. The Haitian Government controls the importation and distribution of amusement machines.

There is no recent statistical information Haiti's imports of these products. Trade sources, however, estimate that total amounts are very low and that at least 90% come from the United States. Most of the firms now importing do so for their own use.

● **Hong Kong.**—Imports of vending machines into Hong Kong include automatic phonographs, juke boxes, coin-operated machines for amusement, scales, postage machines, and parking meters. Imports of coin-operated machines for gaming purposes must be approved by the Commissioner of Hong Kong Police.

There are no manufacturers of coin-operated machines in the Colony. The market for automatic phonographs, coin-operated weighing machines, and parking meters continues brisk, especially the measuring and controlling instruments including parking meters which rose almost 90% in 1960 over 1959.

Total value of imports of automatic phonographs, coin-operated weighing machines, and parking meters in 1960 was $1,788,700, a 48.6% increase over 1959. Imports of similar items during the first 9 months of 1961 amounted to $1,432,700, of which about 5% came from the United States.

● **Italy.**—Coin-operated machines are relatively new to Italy, but are receiving a wider acceptance, particularly in the distribution and purchase of consumer goods. Consumer goods vending machines now in use are estimated at 50,000, mostly at retail shops for night time and holiday sales of cigarettes, candy, and beverages, and at factories for vending to employees. Some food stores and supermarkets place vending machines outside their premises when closed for the sale of popular grocery items.

Use of vending machines for consumer items is expected to grow rapidly, offering good prospects for both domestic and foreign vending machine suppliers. A local importer has stated that he recently imported 120 American machines (mostly for cold and hot beverages) valued at about $110,000. The completion of the subway system now being built in Milan should present a special opportunity for the sale of vending machines.

Domestic production of vending machines at present is limited with only 4 or 5 manufacturers, mostly in Northern Italy, operating on a reasonably large scale. Another 7 or 8 firms have very small output. The domestic industry is considered to have had a late start because coins did not come into popular use in modern Italy until several years after World War II. Factors inhibiting the sale and use of vending machines include a requirement for separate business licenses for each location and burdensome procedures for assessing and collecting consumption taxes on machine-sold items.

Other kinds of coin-operated machines are not widely used in Italy. Coin-operated amusement games (which require police permits) and juke boxes are usually seen only in the larger cities and in resort areas and then only in limited numbers. The larger airports each have one or two insurance vending machines. Few hotels have coin-operated radios or television sets in their rooms. There are probably no more than two or three laundromats in Italy. Popcorn machines are popular items in theater lobbies, but sales from them are made by local attendants. Most theater and movie-house tickets are sold from pads rather than dispensing machines. Parcel-checking lockers, stamp-dispensing machines, coin changers, and parking meters are virtually unknown.

Assuming a continuation of the rapid economic growth which Italy has experienced in recent years, market prospects for coin-operated machines presently little known or used should develop as the population becomes more affluent and as better job opportunities attract personnel away from selling goods and providing services that can be sold or performed by coin-operated machines.

● **Japan.**—Juke boxes so far have been imported from abroad and machines made by several U.S. companies are well known here. However, trade sources report rumors that several Japanese companies intend to produce juke boxes in the near future. The Ministry of International Trade and Industry reportedly has decided that imports of juke boxes for fiscal year April 1961-March 1962 shall not exceed 1,000 complete machines, but there is no limit on the quantity of parts which may be imported.

Demand for other types of vending machines is met by local makers who are at the same time dealers. Use of vending machines in Japan, except for juke boxes

and railroad tickets, is mainly restricted to the sale of chewing gum and candy. The latter are used more for advertising purposes than as labor-saving devices. Principal reasons for no great demand for vending machines in Japan are: Cheap labor; high initial cost of the machines; and high maintenance cost of the machines.

● **Norway.**—The manufacture of vending and amusement machines in Norway is insignificant, being confined to a few small producers of mechanical vendors.

Imports of vending and amusement machines increased rapidly after the lifting of restrictions in 1959. West Germany is the principal supplier, accounting for slightly less than one-half of the vending and amusement machines imported in the first 9 months of 1961. Sweden was second with 17%.

The U.S. share was only 8%—a considerable drop from 1960 when the United States was the chief source, supplying about one-third of the Norwegian market. Principal reason for this decrease was the sharp drop in imports of American amusement machines. Gambling is illegal in Norway and amusement machines are therefore limited to the nongambling types. The United States was the leader in this field, but recently there has been a tendency to turn to other sources of supply, especially to Germany. Whereas in 1960 the U.S. share of the market for amusement machines was 43%, it fell to 13% for the first 9 months of 1961; at the same time, West Germany increased its share from 20% to 58%.

Coin-operated phonographs (juke boxes) are not listed separately in Norwegian import statistics but are included with other phonographs. American coin-operated phonographs, however, are generally considered the best and occupy a dominating position in the Norwegian market. If U.S. firms are able to maintain their competitive standing in quality and price, they should have no difficulty in holding this market.

There is considerable demand for outdoor vending machines because of the early closing hours of the retail stores (5 p.m. on weekdays, 3 p.m. on Saturdays). According to Norwegian trade sources, the United States furnishes little equipment of this type. Germany, Sweden, and Denmark are the leaders in this field and seem likely to remain so. Their equipment is suited to the Norwegian climate and satisfies the market demands as to quality and price. Prospects for U.S. sales in this field, therefore, seem to be quite limited.

Other vending machines—hot and cold beverage dispensers, etc.—are still in the early stage of introduction. Norwegian importers have been reluctant to purchase such machines. They claim that importation of these machines on a large scale would require considerable capital investment and entail the establishment of a service organization as well. In addition, a certain period of time would be required to create the demand, i.e., to "educate" the potential consumer.

Two technical factors should be noted. First, Norway has 50-cycle, 220-volt electric current; this occasionally causes difficulties with equipment designed for 60-cycle current (especially phonographs). Second, the largest coin circulating in Norway is worth one krone (about 14 cents) which is a limiting factor in the value of merchandise which can be offered in vending machines. Furthermore, Norwegian coins are not always uniform in size, which means that some good coins must be rejected along with the bad.

● **Switzerland.**—The market for food, beverage, and other commodity vending machines has increased considerably in the last 1½ years. The market growth is due partly to a labor shortage and partly to a changeover from the traditional 2-hour lunch period to a 1-hour lunch period in many large industrial plants.

Amusement machines and juke boxes are strictly controlled by law. The law prohibits any type of coin-operated gambling or fortune-telling machines, but game machines in which skill determines the outcome are permitted. All models must be submitted to the authorities for approval before sale.

Vending machines are imported mainly from the United States and Germany and consist chiefly of cigarette, beverage, ice cream, sandwich, and hot-food dispensers. Vending machines for cigarettes, chocolate bars, and fruit are also imported from Denmark and Sweden.

Import licenses are required for vending machines, but this is a mere formality at present as permits are granted without restriction. However, vending machines are subject to severe testing by the electrotechnical and food authorities. Imported machines must be adapted to Swiss electric current (220v, 50 cycle, a.c., single phase, or 3 x 380v, 50 cycle, a.c., 3-phase) and the high food standards.

Lists Available at $1

Mimeographed copies of these 12 trade lists, of *Vending Machines—Importers and Dealers* are obtainable from U.S. Department of Commerce Field Offices or from the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C. The price is $1 for each country list.

A list for Panama has just gone to press, and lists for about 10 additional countries are scheduled for publication in this series during the next few months. As these lists become available, they will be announced in the New Trade Lists section of FCW's World Trade Leads department.

Scandinavian Directory Lists 90,000 Traders

The 58th edition of the *Nordisk Handels Kalender—1961-62*, published by H. P. Bovs Bogforlag of Copenhagen, lists approximately 90,000 firms in the Scandinavian countries which are interested in international trade.

This directory of over 1,650 pages is divided into separate sections for Denmark and the Faroe Islands, Norway, Sweden, Finland, and Iceland; it lists wholesalers, manufacturers, and export-import firms dealing in a variety of products, as well as firms providing numerous services, such as hotels, banks, insurance companies, publishers, shipping and transportation firms, attorneys, contractors, and engineers.

Besides group headings and commodity indexes for each country in English, German, and the local language, there is an English index to products and services with reference to entries in each section, and an index arranged by industry groups.

Of additional interest are the tables of exports and imports by countries and by commodities for each of the five countries which comprise the directory; lists of ministries, chambers of commerce and trade associations; an economic survey of the northern countries; and an article on each country, its industries, resources, government, trade and shipping, geography, population, and other data.

The directory may be purchased from H. P. Bovs Bogforlag, Svanemøllevej 63, Copenhagen, Hallerup, Denmark, for $12 postpaid. Copies may be reviewed in the Department of Commerce Field Offices and in the Commercial Intelligence Division, BIBO, U.S. Department of Commerce, Washington, D.C.

MARKET INDICATORS FOR EUROPE

Latest basic statistics from international sources on population, production, expenditures, trade, finance, for each of 20 countries.

World Trade Information Service report, part 3, No. 61-24. Published July 1961 and for sale by U.S. Department of Commerce Field Offices and the Superintendent of Documents, Government Printing Office, Washington 25, D.C.

16 pages **20 cents**

Bid Invitations on DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID)

U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

India

Anthon, or equal, quadruple-acting **wood wool machine,** Model HWA LA with standard equipment and spare tools. Delivered at Jwalapur (U.P.). NSIC/HP/2D-1962/62; complete **plant** for the manufacture of absorbent surgical **cotton,** capacity 400 lb. per 8 hrs. with motor, 400-volt, 50-cycle, 3-phase, a.c. Delivered at Bombay. NSIC/HP/2B-2438/62. Loan 144; worldwide. Apr. 15.

Automatic **ampoule making machine.** Delivered at Howrah (Calcutta). Loan 144. NSIC/HP/2C-969/62. Apr. 13.

Two-roll, single-motor, continuous automatic rotary **straightening, sizing, and polishing machine,** size No. O, arranged to handle mild steel bars in diameters of ¼ in. to 1½ in., inclusive; **rolls** and **yokes** for use with the above machine. Loan 144; worldwide. Ref. NSIC/HP/2D-1723/61. Mar. 24.

Alldays and Onion, or equal, **pneumatic power hammers,** 3, type 'P.B.' self-contained, arranged for motor drive and complete with motor and starter 400/440-v., 3-phase, 50-cycle, a.c. 1 cwt. Delivered at Bangalore. Loan 144; worldwide. NSIC/HP/2M-2907/62. Apr. 5.

High precision, **Bechler,** automatic type AR 10, capacity 10 mm. complete with standard equipment, without motor, but with electrical equipment. Delivered at Quilon. NSIC/HP/2M-2920/62. Loan 144; worldwide. Apr. 16.

Machinery for manufacture of **nuts** and **bolts** ¼ in. x 1 in. Delivered at Nellore (Southern Rly.) Ref. NSIC/HP/2M-2871/61; worldwide. Mar. 26.

Machinery for manufacture of **socket screws** (Allen head), consisting of the following: Double blow cold header; automatic working bolt trimming and reducing machine; automatic working bolt pointing machine; automatic cold thread rolling machine with flat dies. Delivered at Ludhiana. NSIC/HP/2D-1925/61; worldwide. Mar. 26.

All the above equipment is for Loan 144. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

Supply of 25 No. 1400 hp. mixed traffic, meter gage (1,000 mm. gage), **diesel locomotives,** in accordance with the Indian Railways' Specification DL/142.61. Tender LT-18-1962. D/ENQ/417; **U.S. source.** Apr. 10. Director, Railway Stores, Ministry of Railways (Railway Board), Bhavan, Raisina Rd., New Delhi. Copies of tender documents may be purchased from the India Supply Mission, Washington 8, D.C., for $12, not refundable.★

Straight-side double crank **press** for holing transformer laminations bed size 84 in. x 24 in., capacity 75 tons, speed 70 strokes per minute continuous, stroke of slide 4 in.; vertical surface **grinding machine** (die grinding machine), with 30 in. magnetic chuck, 30 hp. **spindle motor,** maximum size of workpiece that can be ground; 30 in.; tool room **grinders** (surface), size 6 in. x 12 in. hand feed; 6 in. x 18 in. **hydraulic feed,** 2; 6 in. x 24 in. **hydraulic feed;** die-wear **microscope,** complete with batteries and carrying case for measuring die-wear up to 0.020 in. to an accuracy of 0.001 in. spark erosion machine with following specifications: Spark generator rated at 4.5 kw., approximately, maximum size of workpiece 24 in. x 16 in. x 2 in. Loan 157; **U.S. source.** IL#991621/DLF-157/61/HQ/CG. Ref. 41 (376)/61-AID. Mar. 26. Davidayal Stainless Steel Industries Pvt., Ltd. (Stamping Division), P.O. Box 6224, Darukhana, Reay Rd., Bombay 10. Cable Address: DEVISTEEL, Bombay.★

Machinery for the **cotton seed pretreatment plant** to be installed in oil mill for crushing cotton seed. Loan 157; **U.S. source.** IL#995306/DLF/60/HG/CCI/CG.III. Ref. 41(306)/61-AID. Mar. 31. Sri Ranga Vilas Ginning & Oil Mills, P.O. Box 151, Coimbatore 1. Cable Address OILMILLS, Coimbatore.★

Essential **components** for 120,000 lb. triple draw **bench** 100 ft. long; **tube processing line; rotary tube straightening machine,** with accessories; double 50,000 lb. 50-ft. **drawbench,** complete with 100 hp. (d.c.) motor. (Used); 30,000 lb. **drawbench** complete drive with 60 hp. (d.c.) motor. (Used); 20,000 lb. ditto; 6 ton x 60 ft. **hoist block crane** with motor drive (used); 3 ton x 80 ft. **hoist block crane** with motor drive (used); **rotary swager,** complete with accumulator pumps (used); **hydraulic tube tester,** complete with accumulator pumps (used); **dies spares and auxiliaries** (used); **induction melting furnaces** complete with electrical accessories and spare shells. Loan 157; **U.S. source.** IL#995479/DLF/157/60/HQ.CG.I. Ref. 41 (56)/61-AID. Mar. 29. Devidayal (Sales) Pvt., Ltd., Reay Rd., Darukhana, Bombay 10. Cable Address: DEVISALES, Bombay.★

Centerless **grinding machine** with standard equipment; three dimensional **copy milling machine** with hand-guided hydraulic tracer and standard accessories and attachments; precision turret **capstan lathe model** with standard/extra sets of equipment, accessories, and attachments; **hydraulic press** complete with 220-v. motor and standard sets of equipment and accessories. Loan 157; **U.S. source.** IL#AU/GL/MTC/DLF/361. Ref. 41(345)/61-AID. Mar. 31. Indian Oxygen, Ltd., Light Engineering Division, 8/1, Louson St., Calcutta 16. Cable Address: WELDOXYARC.★

Cigarette packing machine, complete with electric motors, spares, and accessories for 20's package, count 7-6-7, 25½/26 mm. round x 70 mm. long cigarettes. Loan 157; **U.S. source.** Ref. 41(555)/61-AID. Mar. 31. Golden Tobacco Co., Pvt., Ltd., Tobacco House, Vile Parle, Bombay 56.★

Automatic feed **planer molder** without motor or stand, size 12¼ in. x 6 in. Catalogue F99G2339N, weight 3,120. Loan 157; **U.S. source.** Mar. 25. Hemco Corp., P.O. Box 1645, 21 Forbes St., Bombay 1. Cable Address: HEMCORP, Bombay. IL#EI/GL/MTC/27/DLF/361. Ref. 41(153)/61-AID.★

Machine tools. Loan 157; **U.S. source.** IL#EI/GL/MTC/102/DLF/361. Ref. 41(279)-AID. Mar. 25. R. S. Mehta & Co. Pvt., Ltd., Alli Chambers, Meadows St., Bombay 1.★

Israel

Wet or dry Tri-M-Ite, or equal, waterproof **paper sheets,** silicon carbide. **U.S. source.** Sub-Authorization 790/1/33. Mar. 21. Delivery desired by end of April.

H-30 model international **hough payloader,** or equal, with IH diesel engine, UD-236 3-11/16 in. bore x 3-11/16 in. stroke; H-30 Model, 74 in. drott four-in-one, 1 cu. yd. bucket, with 7 bucket teeth and bucket cylinders; **tractor hydraulic kit** for four-in-one bucket operation. Sub-Authorization 790/1/94. Mar. 23. Delivery desired by May.

Motorola, or equal, **switching units** and **consoles.** Sub-Authorization OM/3797.

Tinplate waste or **misprints,** about 120 tons, assorted to size and gage 21 x 30 and larger, at least 50% 80 to 85 basis and 50% 90 to 100 basis. All material soft temper, packed in metal packages for export. Separate prices for waste waste required, as opposed to misprints. Sub-Authorization I/L/790/1/109-110. U.S.

NATO Project in Portugal Opened to U.S. Bidders

A new project in Portugal, estimated to cost $168,700, has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project calls for supply and installation of miscellaneous electrical and mechanical equipment at the military installations at Marco do Grilo, Lisbon.

The bid calls for electrical and mechanical equipment for the emergency powerplant; electrical power supply net; electrical installation for power and testing; installation of the "vacuum-air-nitrogen" system; and telephone net.

Eligible firms interested in bidding on this project should express their interest by Mar. 30 to Secretariado-Geral da Defesa Nacional, Comissao Executiva de Infraestruturas OTAN (CEIOTAN), Rua Cova da Moura No. 1, Lisboa 2, Portugal. The following statement should appear in the lower left-hand corner of the envelope: Concurso para "Equipamentos Electricos e Mecanicos Diversos das Instalacoes Militares do Marco do Grilo."

Copies of the bid invitation, in English, are available on loan from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

U.S. firms not already certified to participate in NATO work should submit a resume of their qualifications to the Business Services Division, as described in the brochure on the NATO international competitive bidding program, available from that Division.

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source. Mar. 26. Delivery desired by May.

All above equipment is for Loan 214. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attention: Mr. N. Nisen. Tenders should refer to S/A numbers and be prepared on the basis of f.a.s. U.S. port of exit. Prices should be itemized and show both trade and cash discounts. Suppliers may devise own forms for submitting tender to buyer, in duplicate.★

Pakistan

Distribution transformers, 60 each, 25 kv.-a., and 40 each, 50 kv.-a., 2, winding, 3-phase, 50-cycle. Loan 25; worldwide. Tender T-25-15. Mar. 24. West Pakistan Water & Power Development Authority, Lahore. Copies of the inquiry, complete with all specifications, terms, and conditions, may be obtained from Miner & Miner International, Inc., P.O. Box 748, Greeley, Colo.★

NEW World Trade OPPORTUNITIES

• The firms and individuals named in the following lists have expressed interest in establishing new business connections in the United States.

While every effort is made to include only firms or individuals of good repute, the U.S. Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.

When available, supplementary information as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC). The SIC Manual, published by the Bureau of the Budget, may be obtained at $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available on firms mentioned, are indicated by date of issuance. A description of WTD reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified.

109 Miscellaneous Metal Ores

France

Ores, rare earth, and raw materials for industry. Direct purchase and agency. Parachimique, S.A. (trader, importer, commission agent), 121 rue Caulaincourt, Paris 18. WTD 12/21/61.

149 Miscellaneous Nonmetallic Minerals

Australia

Bitumen with minimum melting point of 160° centigrade, 100 tons annually. Corvos Pty., Ltd. (merchant, importer, exporter, manufacturer), M. R. Bldg., Sirius Rd., Lane Cove, N. S. W. WTD 2/12/62.

200 Food

Saudi Arabia

All kinds of **foods,** especially canned vegetables and fruit juices, rice, wheat flour, barley, coffee. Abdulla Abdul Rahman Al-Saadi & Co. (importer, commission merchant), King Saud St., Al Khobar. WTD August 1961.

General **commissary and grocery products.** Saeed ibn Ghodran (importer, commission merchant), Box 131, Dammam. WTD 1/17/61.

203 Canning & Preserving Fruits, Vegetables, Seafoods

France

American **dried prunes,** undipped, in bags (net content each: 110.2 lb. minimum), Santa Clara Valley quality, larger sizes (33/44s, 44/55s, 55/66s). Direct purchase and agency. Maison J. Victorieux (processor, packer, wholesaler, importer, exporter), Domaine de St. Hilaire, Eymet, Dordogne. WTD 2/9/62.

Saudi Arabia

Canned vegetable and fruit juices, tomato and pepper sauces, canned vegetables; tomato paste. Saeed ibn Ghodran (importer, commission merchant), P.O. Box 131, Dammam. WTD 1/17/61.

204 Grain Mill Products

Saudi Arabia

Grains: Wheat, yellow corn, rice, barley, oats; wheat flour. Saeed ibn Ghodran (importer, commission merchant), Box 131, Dammam. WTD 1/17/61.

209 Miscellaneous Foods

Hong Kong

Soybean oil meal, 44% protein, for poultry feeding. Pak Wo Cheung Co., Ltd. (importing distributor, commission merchant), 128 Bonham Strand East. WTD 2/7/62.

220 Textile Mill Products

South Africa

Fabrics: Nylon, plain and/or printed cotton and rayon. Union and Overseas Agencies (manufacturer's agent), P.O. Box 826, Cape Town. WTD 11/10/60.

Cotton and synthetic fabrics for women's clothing. A. Kallir (manufacturer's agent), 533 Grand Parade Centre, Cape Town. WTD 12/21/61.

Surinam

Cotton, silk, rayon, and **nylon** yard goods suitable for top quality men's and women's clothes; men's and women's

knitted underwear and sport clothes; men's socks; ribbons, thread, and other textile trimmings. Ch. J. Abboud (importer, wholesaler, retailer), P.O. Box 1249, Zwartenhovenbrugstraat 100, Paramaribo. WTD 9/20/61.

225 Knitwear

South Africa

Ladies' and children's knit **outerwear.** A. Kallir (manufacturer's agent), 533 Grand Parade Centre, Cape Town. WTD 12/21/61.

229 Miscellaneous Textile Goods

South Africa

Laces for blouses, lingerie, corsets, and brassieres. A. Kallir (manufacturer's agent), 533 Grand Parade Centre, Cape Town. WTD 12/21/61.

230 Apparel

Surinam

Men's and women's **underwear** and **sport clothes**; men's **hats** and **belts.** Ch. J. Abboud (importer, wholesaler, retailer), P.O. Box 1249, Zwartenhovenbrugstraat 100, Paramaribo. WTD 9/20/61.

232 Men's, Youths', Boys' Furnishings, Work Clothing

Netherlands Antilles

Men's **sportswear,** especially short sleeve sport shirts; from West Coast and Florida only. El Rio-F. Schneider (importer, retailer), 10 Handelskade, Willemstad, Curacao. WTD 2/13/62.

242 Sawmills, Planing Mills

Germany

Lumber, all kinds. Direct purchase and agency. Franz Weyrich, Jr. (wholesaler, importer, sales agent), 19 Bahnhofstr., P.O. Box/Postfach 5, Camberg/Taunus. WTD 12/21/61.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Germany

Hardwood for veneers of all kinds, **plywood boards** of both hardwood and softwood, **plywood doors, soundproof boards** of all kinds, new types of **prefabricated boards, tiles, moldings** of wood and plastics. Direct purchase and agency. Franz Weyrich, Jr. (wholesaler, importer, sales agent), 19 Bahnhofstr., P.O. Box/Postfach 5, Camberg/Taunus. WTD 12/21/61.

249 Miscellaneous Wood Products

Australia

Woodflour for use as a filler in bakelite molding. Corvos Pty., Ltd. (merchant, importer, exporter, manufacturer), M. R. Bldg., Sirius Rd., Lane Cove, N.S.W. WTD 2/12/62.

262 Paper Mills

Sudan

Gray wrapping paper: 50, 60 grams/meter^2; **Kraft wrapping paper:** 40, 50, 60 grams/meter^2; **imitation Kraft:** 50, 60 grams/meter^2; **sulphite wrapping:** 30, 40 grams/meter^2; **writing and printing paper:** 40, 50, 60, 70, 80 grams/meter^2; **colored printing paper:** 50, 60 grams/meter^2; **manifold paper:** 30 grams; **bank paper:** 40, 50, 60 grams/meter^2; **machine coated paper:** 100 grams; **azurelaid ledger paper:** 99 grams/meter^2; **poster paper:** 70 grams; **duplicating paper:** 70, 70/75, 80 grams; **offset paper:** 60, 70 grams/meter^2. The Arabian Trading Co. (importer, sales and indent agent), P.O. Box 1236, Khartoum. WTD 11/26/60.

263 Paperboard Mills

Sudan

Bristol boards: 150, 200, 250 grams/meter^2; **duplex board:** 250, 300, 350 grams/meter^2; **cover board:** 120, 150 grams/meter^2; **manilla board:** 150, 200, 250, 300 grams/meter^2. The Arabian Trading Co. (importer, sales and indent agent), P.O. Box 1236, Khartoum. WTD 11/26/60.

264 Converted Paper, Paperboard Products

Nigeria

Teleprinter paper; stationery. Direct purchase and agency. J. M. St. Matthew Daniel & Co. (importer, wholesaler, retailer), 10 Aloba St., Ebute-Metta, Lagos. WTD 12/7/61.

280 Chemicals

France

All types of **chemical products,** especially products derived from tar and benzol, industrial chemicals, chemical specialties. Direct purchase and agency. Vandecrux & Cie., S.A. (trader, importer, commission agent), 55 rue Brame, Roubaix (Nord). WTD 12/21/61.

All types of **chemical and pharmaceutical products** used by laboratories producing pharmaceuticals and cosmetics. Direct purchase and agency. Pharma Chimie, S.A.R.L. (trader, importer, commission agent), 10 rue Louis-Philippe, Neuilly-sur-Seine (Seine). WTD 12/21/61.

281 Industrial Chemicals

France

Solvents. Direct purchase and agency. Fabriques de Produits Chimiques Billault, S.A. (trader, importer), 25 boulevard de l'Amiral Bruix, Paris 18. WTD 12/21/61.

Products for the rubber and chemical industries. Ets. Guyon, S.A. (trader, importer), 27 rue des Fillettes, La Plaine-St. Denis (Seine). WTD 12/21/61.

Industrial chemicals, especially mineral whites and pigments. Direct purchase and agency on a commission basis. Ets. Ernest Ortmans, S.A.R.L. (wholesaler, importer, exporter, sales and commission agent), 54 rue Rene Boulanger, Paris 10. WTD 12/21/61.

Bichromate of soda for the tanning industry. Cuirtan Albert Bonefant & Cie., S.A. (trader, importer), 20 rue de la Paix, Paris 2. WTD 12/21/61.

Copper sulphate, bichromate of soda, hexamethylenetetramine. Ets. Ducancel & Hebert, S.A. (trader), 75 rue des Moulines, Reims (Marne). WTD 12/21/61.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Norway

Chemicals for the plastics industry,

Data on Foreign Firms Available To U.S. Businessmen

World Trade Directory Reports

Information on foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation, and names of any U.S. firms represented by the foreign firm and serving as its supplier.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each. Reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

such as polystyrene, polyester, synthetic phenol, and related products. Direct purchase and agency. Alf Axelsen A/S (importing distributor, manufacturer's agent), 20 Skippergaten, Oslo. WTD 12/29/61.

South Africa

Plastic sheetings for the manufacture of raincoats, ladies' handbags, toilet bags, and travel cases. A. Kallir (manufacturer's agent), 533 Grand Parade Centre, Cape Town. WTD 12/21/61.

283 Drugs

France

Chemical products for the pharmaceutical industry, such as salts of bismuth, iodides, bromides, magnesian salts. Direct purchase and agency. Pharmacie Centrale de France, S.A. (trader), 377–379 avenue du President-Wilson, La Plaine-St. Denis (Seine). WTD 12/21/61.

Pharmaceutical products in bulk, such as vitamins and hormones; **synthesis intermediaries** for the pharmaceutical industry. Direct purchase and agency on a commission basis. Union Chimique Francaise, S.A. (trader, importer, sales agent, commission agent), 19 boulevard Malesherbes, Paris 8. WTD 12/21/61.

Norway

Chemicals for the pharmaceutical industry. Direct purchase and agency. Bruseth & Co. A/S (importing distributor, wholesaler, manufacturer's agent), 4 Nedre Slottsgate, Oslo. WTD 9/27/61.

285 Paints, Varnishes, Lacquers, Enamels

France

Anti-rust paint for the protection of fluvial equipment; colors desired: Black, red-brown, or gray. Direct purchase and agency. Anc. Ets. Dutoit-Jean Leroux Succr. (trader, importer), 12 rue St. Charles, Dunkerque (Nord). WTD 12/21/61.

Surinam

First quality, tropical resistant **automobile paints** in gallon and quart containers. First quality, tropical resistant **luminous paint** for aircraft and airport installations in gallon and quart containers; colors: Orange, red, yellow, green. John Ziel Paints (importer, wholesaler, retailer, manufacturer), P.O. Box 807, 8 Keizerstraat, Paramaribo. WTD 4/20/61.

287 Agricultural Chemicals

South Africa

Sulphate of ammonia, quality 21.1% N; **muriate of potash,** quality 60% K_2O. Netherland Fertilizers (Pty.), Ltd. (manufacturer), P.O. Box 3151, Cape Town. WTD 12/21/61.

289 Miscellaneous Chemical Products

France

Essential **oils** of cedar wood, Florida orange, California orange. Anc. Ets. Bing Fils, S.A. (trader, importer, exporter), 88 avenue de Wagram, Paris 17. WTD 12/21/61.

Germany

Adhesives for floorings. Direct purchase and agency. Franz Weyrich, Jr. (wholesaler, importer, sales agent), 19 Bahnhofstr., P.O. Box/Postfach 5, Camberg/Taunus. WTD 12/21/61.

307 Miscellaneous Plastics Products

Germany

Plastic boards and floorings. Direct purchase and agency. Franz Weyrich, Jr. (wholesaler, importer, sales agent), 19 Bahnhofstr., P.O. Box/Postfach 5, Camberg/Taunus. WTD 12/21/61.

314 Footwear

Liberia

Shoes for men, ladies, and children. Indian Bazaar (importing distributor), P.O. Box 138, Monrovia. WTD 1/26/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Indonesia

Asbestos fiber packing. N. V. Perdagangan dan Pengangkutan "Bakti" (importing distributor), Djalan Pintu Ketjil, Gang Burung 19, Djakarta. WTD 12/21/61.

331 Steel Mill Products

Germany

Steel and aluminum sheets, lacquer and/or PVC covered, suitable for partition walls and facades; 0.5 to 2 mm. thick, as wide as possible. Direct purchase and agency. Heinz Moeller & Co. (manufacturer), Rugenbarg 76, Garstedt, Kr. Pinneberg, Holstein. WTD 8/23/61.

City of Hamburg Seeks Prefab Housing

The U.S. Consulate General in Hamburg reports that that city plans to import several thousand prefab bungalows to house flood victims as soon as suitable sites are found.

Each unit should provide 600 to 900 square feet of dwelling space for a medium-sized family, and should include plumbing for rapid installation. Permanent type housing is planned.

Pending establishment of special implementing agency, manufacturers should furnish illustrated material, specifications, c.i.f. prices, and availability directly to the U.S. Consulate General, Alsterufer, Hamburg.

India

Underground cables: PILCDSTA and served cables (paper insulated, lead alloy "E" covered, Beded, double steel tape armored and jute served); conforming to British Standard Specifications 480/54 Part I or equivalent U.S. specifications; 5,000 meters: 3 x .4 sq. m. + 1 x .2 sq. m., 110 volts grade; 4,550 meters: 3 x .2 sq. m. 11 kv. earthed system. Podar Brothers (importer, exporter), 384M, Kalbadevi Rd., P.O. Box 2445, Bombay 2. WTD 8/7/52.

Indonesia

Piping, 6,000 meters: 1 in. to 5 in. diameter, 5 to 6 meter individual length; **angle bars,** 310 tons, 20 x 20 x 2 up to 120 x 120 x 10; **U-channels,** 310 tons, UNP 5 to 20, length about 6 meters; **I-joists,** 150 tons, INP 8 to 20, length 6 meters; **black sheets and plates,** 320 tons, 6 ft. x 3 ft. x 1/32 in. up to 8 ft. x 4 in. x 5/8 in. N. V. Perdagangan dan Pengangkutan "Bakti" (importing distributor), Djalan Pintu Ketjil, Gang Burung 19, Djakarta. WTD 12/21/61.

South Africa

Tool steels. H. G. Skelton & Co. (Pty.), Ltd. (importing distributor), Skeltons Bldg., 34 Prestwich St., Cape Town. WTD 12/21/61.

Stainless steel tubing: 316, 38 mm. OD, 38 x 1.5 mm., polished inside to 120/180 grit, 10 ft. 2 in. in length; large quantity. Victor Kent (Cape) (Pty.), Ltd. (engineer, importing merchant, contractor), Invicta House Calcutta St., P.O. Box 61, Paarden Eiland, Cape Town. WTD 12/21/61.

342 Cutlery, Hand Tools, General Hardware

Surinam

Wire brushes, paint scrapers, putty knives. John Ziel Paints (importer, wholesaler, retailer, manufacturer), P.O. Box 807, 8 Keizerstraat, Paramaribo. WTD 4/20/61.

344 Fabricated Structural Metal Products

South Africa

Oil-fired **steam boilers.** H. G. Skelton & Co. (Pty.), Ltd. (importing distributor), Skeltons Bldg., 34 Prestwich St., Cape Town. WTD 12/21/61.

349 Miscellaneous Fabricated Metal Products

Ceylon

Steel safes for office use. Auto and General Agencies (importing distributor), Regent Bldg., 8 Parsons Rd., Colombo. WTD 8/18/61.

353 Construction, Mining, Materials Handling Machinery, Equipment

Bolivia

Oilfield and petroleum resource development equipment and machinery.

Compañia de Perforaciones Coper, S.A. (sales agent), Reyes Ortiz 59, La Paz. WTD 1/30/62.

Norway

Machinery and equipment for the mining industry such as hydraulic feeders, transport and elevator systems, pressure filters for mine shafts. Direct purchase and agency. A/S Norske Stalprodukter (importing distributor, manufacturer), Ths. Heftyesgate 41/50, Oslo. WTD 12/1/61.

354 Metalworking Machinery, Equipment

France

Service station and garage equipment. Direct purchase and agency. Société des Ets. Roger Brillie, S.A. (CHEMICO), (manufacturer, trader, importer), 17 rue Pages, Suresnes (Seine). WTD 12/21/61.

Automotive maintenance equipment. Direct purchase and agency. Vacu-lug France, S.A.R.L. (manufacturer, importer), 49 rue St. Didier, Paris 16. WTD 12/21/61.

Automobile and truck servicing and repair equipment. Direct purchase and agency. Garage des Patriarches, S.A. (trader), 11 rue de Mirbel, Paris 5. WTD 12/21/61.

Norway

Radial drilling machines, hydraulic power and feed. A/S Storm Martens Maskinforretning (importing distributor), 8 Kirkegaten, Oslo. WTD 5/6/60.

355 Special Industry Machinery

Nigeria

Plants for aerated water for the soft drink industry. Hassan Transport (Nigeria), Ltd. (transporter, manufacturer's agent, general merchant), Ijora Causeway, P.O. Box 20, Apapa. WTD 2/8/62.

Philippines

Small **machinery** to process coconut and abaca fibers. Norson Co., Inc. (importing distributor, sales agent, exporter), 515 FCI Bldg., Manila. WTD 2/8/62.

356 General Industrial Machinery, Equipment

South Africa

H. G. Skelton & Co. (Pty.), Ltd. (importing distributor), Skeltons Bldg., 34 Prestwich St., Cape Town. WTD 12/21/61.

358 Service Industry Machines

France

Industrial and semi-industrial **floor waxing machines, floor washing machines, vacuum cleaners, floor sanders,** and **floor sweepers.** Cypral (R. A. Moore), (trader, importer, exporter), 13 rue Richer, Paris 9. WTD 12/21/61.

Medium and heavy duty **ice-making and refrigerating machinery** specially designed for production of ice from salt water for installation on seagoing fishing vessels; **ice-making machinery** for trucks and trailers. Direct purchase and agency. Ets. Ternant (dealer, importer, exporter, sales agent, manufacturer's agent), 2–12 rue Porte-Dauphine, La Rochelle, Charente-Maritime. WTD 12/21/61.

Germany

Fully automatic **washing machines** for use in laundries. Moderna-Maschinen-GmbH & Co. (importer), 72–74 Achenbachstr., Duesseldorf. WTD 2/12/62.

South Africa

Commercial **refrigeration and air-conditioning machinery and spares.** H. G. Skelton & Co. (Pty.), Ltd. (importing distributor), Skeltons Bldg., 34 Prestwich St., Cape Town. WTD 12/21/61.

363 Household Appliances

Germany

Fully automatic **washing machines.** Moderna-Maschinen-GmbH & Co. (importer), 72–74 Achenbachstr., Duesseldorf. WTD 2/12/62.

Electric kitchen and household appliances, such as vacuum cleaners, floor waxing machines, toasters, and grills. Ernst Daehler KG (wholesaler), 20 Kreuzstr., Wuppertal-Barmen. WTD 2/9/62.

366 Communication Equipment

Nigeria

Teleprinter machinery. Direct purchase and agency. J. M. St. Matthew Daniel & Co. (importer, wholesaler, retailer), 10 Aloba St., Ebute-Metta, Lagos. WTD 12/7/61.

367 Electronic Components, Accessories

Indonesia

Tubes and other **component parts** for television receiving sets. Transistor Radio Manufacturing Co., Ltd. (manufacturer), P.O. Box 1, Kramat Djati, Djakarta. WTD 12/28/61.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

France

Battery elements such as separators, vats, and magnesium. Direct purchase and agency. Accus A.E.V., S.A.R.L. (manufacturer), 55 avenue Artistide Briand, Cachan (Seine). WTD 12/21/61.

Battery elements or parts such as microporous separators, special plastic vats, hygrometers, and various accumulators and compensators, also machines to manufacture small size plates. Direct purchase and agency. Dary, S.A. (manufacturer), 40 rue Victor-Hugo, Courbevoie (Seine). WTD 12/21/61.

371 Motor Vehicles, Motor Vehicle Equipment

Australia

Second hand **automobiles.** P. R. Turner & Co. (importer, sales agent), 504 Hay St., Perth. WTD 12/20/61.

France

Automobile accessories. Direct purchase and agency. Grand Garage Bonaparte, S.A. (trader, distributor), 64 rue Bonaparte, Paris 6. WTD 12/21/61.

Automobiles, trucks, spare parts, and **accessories.** E. Dujardin, S.A. (trader, importer), 323 rue de Charenton, Paris 12. WTD 12/21/61.

Automobile and truck accessories. Direct purchase and agency. Garage des Patriarches, S.A. (trader), 11 rue de Mirbel, Paris 5. WTD 12/21/61.

Automobile parts and accessories. Direct purchase and agency. Vacu-lug France, S.A.R.L. (manufacturer, importer), 49 rue St. Didier, Paris 16. WTD 12/21/61.

Automobiles, spare parts, and **accessories.** Direct purchase and agency. Société du Garage de la Muette Nouvelle, S.A. (trader, distributor), 10 rue Alberic Magnard, Paris 16. WTD 12/21/61.

Newly developed **automobile accessories.** Direct purchase and agency. Société des Ets. Roger Brillie, S.A. (CHEMICO), (manufacturer, trader, importer), 17 rue Pages, Suresnes (Seine). WTD 12/21/61.

394 Toys, Amusements, Sporting Goods

Spain

Sporting and gymnastic equipment in general; **footballs, basketballs, rugby balls, baseballs, tennis balls,** and **golf balls.** Casa Diez (importer, wholesaler, retailer, manufacturer), Barcelo 9, Madrid 4. WTD 2/12/62.

509 Miscellaneous Wholesalers

Indonesia

Overissued **newspapers,** 50 tons. N. V. Garuda (importing distributor), Djalan Modjopahit 14R, Djakarta. WTD 1/30/62.

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LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

011 Field Crop Farms

Philippines

Raw cotton. Dexter Commercial, Inc. (importer, wholesaler, sales agent, manufacturer), 220 de Leon Bldg., Roan and Rizal Avenues, Manila. WTD 2/13/62.

Thailand

Virginia leaf tobacco. Tai Tung Co. (Bangkok), Ltd. (importing distributor), 212-4 Rajawongse Rd., Bangkok. WTD 2/9/62.

019 Miscellaneous Commercial Farms

France

Herbs and **roots** for the pharmaceutical industry. Agency on a commission basis. Roger Dolizy (Succr. of M. Woltz), (commission agent), 35 rue des Archives, Paris 4. WTD 12/21/61.

071 Agricultural Services

France

Linters, very white. Agency on a commission basis. G. Cosnefroy (broker), 322 rue Saint-Martin, Paris 3. WTD 12/21/61.

084 Gathering of Gums, Barks

France

Barks for the pharmaceutical industry. Agency on a commission basis. Roger Dolizy (Succr. of M. Woltz), (commission agent), 35 rue des Archives, Paris 4. WTD 12/21/61.

200 Food

Ghana

Rice, corned beef, hams, canned soup, cat and dog food. Colebrook, Kendrick & Knight (Ghana), Ltd. (manufacturer's agent), P.O. Box 2135, Accra. WTD 2/1/62.

Liberia

All kinds of **foods.** Consolidated Agencies, Ltd. (importing distributor), P.O. Box 204, Monrovia. WTD 2/6/62.

204 Grain Mill Products

Liberia

Rice. Centrade Mayer Corp. (Liberia), Ltd. (importing distributor), P.O. Box 100, Monrovia. WTD 2/6/62.

239 Miscellaneous Fabricated Textile Products

Liberia

Towels and **bedspreads.** Indian Bazaar (importing distributor), P.O. Box 138, Monrovia. WTD 1/26/62.

261 Pulp Mills

France

Paper pulp of the following qualities: Bisulphite bleached and unbleached, soda bleached and unbleached. Agency with financial responsibility. Compagnie des Pates a Papier Lorentzen & Gutzeit, S.A. (importer, commission agent), 23 boulevard Malesherbes, Paris 8. WTD 12/21/61.

280 Chemicals

France

Raw materials for perfumery. Agency on a commission basis. Henri Roberty, S.A. (trader), 52 rue Notre-Dame-de-Nazareth, Paris 3. WTD 12/21/61.

All types of **chemical products,** such as products derived from tar and benzol, synthetic resins; **products** for plastics, paints and varnishes, insecticides, petroleum, foodstuffs, perfumes, and pharmaceuticals. Agency as distributor. Louis Dreyfus, Herschtel & Co., S.A. (trader, importer, wholesaler, commission agent), 3 avenue du Coq, Paris 9. WTD 12/21/61.

283 Drugs

France

Chemicals and **raw materials** for the pharmaceutical industry. Agency on a commission basis. Roger Dolizy (Succr. of M. Woltz), (commission agent), 35 rue des Archives, Paris 4. WTD 12/21/61.

285 Paints, Varnishes, Lacquers, Enamels

Liberia

Interior and exterior paints. Centrade Mayer Corp. (Liberia), Ltd. (importing distributor), P.O. Box 100, Monrovia. WTD 2/6/62.

306 Fabricated Rubber Products

Liberia

Rubber floor tiles. Centrade Mayer Corp. (Liberia), Ltd. (importing distributor), P.O. Box 100, Monrovia. WTD 2/6/62.

307 Miscellaneous Plastics Products

Liberia

Plastic floor tiles. Centrade Mayer Corp. (Liberia), Ltd. (importing distributor), P.O. Box 100, Monrovia. WTD 2/6/62.

325 Structural Clay Products

Philippines

Firebrick for kiln linings. Dexter Commercial, Inc. (importer, wholesaler, sales agent, manufacturer), 220 de Leon Bldg., Roan and Rizal Avenues, Manila. WTD 2/13/62.

327 Concrete, Gypsum, Plaster Products

Liberia

Concrete floor tiles. Centrade Mayer Corp. (Liberia), Ltd. (importing distributor), P.O. Box 100, Monrovia. WTD 2/6/62.

Philippines

Gypsum for use in hardening cement. Dexter Commercial, Inc. (importer, wholesaler, sales agent, manufacturer), 220 de Leon Bldg., Roan and Rizal Avenues, Manila. WTD 2/13/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Liberia

Asbestos floor tiles. Centrade Mayer Corp. (Liberia), Ltd. (importing distributor), P.O. Box 100, Monrovia. WTD 2/6/62.

331 Steel Mill Products

Philippines

Pipes, seamless, lined, 4 in. to 10 in. in diameter, for use by oil and gas companies. Dexter Commercial, Inc. (importer, wholesaler, sales agent, manufacturer), 220 de Leon Bldg., Roan and Rizal Avenues, Manila. WTD 2/13/62.

342 Cutlery, Hand Tools, General Hardware

South Africa

Builders' nonferrous **hardware.** Abe Kassar (Pty.), Ltd. (importing distributor, manufacturer's agent, commission agent), P.O. Box 1818, Cape Town. WTD 2/5/62.

344 Fabricated Structural Metal Products

Liberia

Aluminum windows. Centrade Mayer Corp. (Liberia), Ltd. (importing distributor), P.O. Box 100, Monrovia. WTD 2/6/62.

Tenders Invited in Iraq For Power Lines

The Ministry of Industry, D. G. of Industrial Design and Construction, invites tenders until April 16 for the supply and delivery of steel towers, conductors, and equipment, together with the complete erection of 450 kilometers of double-circuit 132-kilovolt power transmission lines for the Central Iraq Zone Electrical System.

The tender is to be divided into four sections and will be awarded either as a whole or in several lots.

Tender documents may be inspected or purchased for $98 from the Ministry of Industry, Baghdad; Electrobel-Traction et Electricite, 1 place du Trone, Brussels; or the Embassy of the Republic of Iraq, 1801 P St., NW., Washington, D.C.

Further details may be obtained by application to the Iraqi Embassy in Washington.

tributor), P.O. Box 100, Monrovia. WTD 2/6/62.

Philippines

Construction steel, angles, and rolled sections. Dexter Commercial, Inc. (importer, wholesaler, sales agent, manufacturer), 220 de Leon Bldg., Roan and Rizal Avenues, Manila. WTD 2/13/62.

354 Metalworking Machinery, Equipment

France

Machine tools and **tools** for sheet metalworking, shaping, and folding. Almore, S.A.R.L. (wholesaler, importer), 13 rue Richer, Paris 9. WTD 12/21/61.

Automobile and truck repair and service equipment. Rivoli-Garage, S.A. (trader, importer), 48 rue de l'Arbre-Sec, Paris 1. WTD 12/21/61.

Automobile service and repair equipment. Splendide Garage St. Germain (Gafai Belgassem), (trader), 29 rue de Poissy, Paris 5. WTD 12/21/61.

Switzerland

Industrial **machine tools,** including automated devices. E. F. Schmidt & Associates (manufacturer's agent), 8 Clos Belmont, Geneva. WTD 2/9/62.

355 Special Industry Machinery

Northern Ireland

Textile machinery. Exclusive agency for United Kingdom and/or Northern Ireland and the Republic of Ireland. H. R. Carter & Son, Ltd. (importer, exporter, reconditioner), Saxone House, 5 Fountain Lane, Belfast. WTD 2/9/62.

Philippines

Grinding balls to crush gypsum in cement making. Dexter Commercial, Inc. (importer, wholesaler, sales agent, manufacturer), 220 de Leon Bldg., Roan and Rizal Avenues, Manila. WTD 2/13/62.

South Africa

Processing and packing machinery for the food industries. C. E. Levett & Co. (manufacturer's agent), P.O. Box 2683, Cape Town or 17/19 Arthura Rd., Sea Point, Cape Town. WTD 12/21/61.

356 General Industrial Machinery, Equipment

Philippines

Large **water sprinkler units** for industrial fire prevention. Dexter Commercial, Inc. (importer, wholesaler, sales agent, manufacturer), 220 de Leon Bldg., Roan and Rizal Avenues, Manila. WTD 2/13/62.

357 Office, Computing, Accounting Machines

Liberia

Office machines. Frank DeDecker (importing distributor, manufacturer's agent), P.O. Box 553, Monrovia. WTD 2/6/62.

358 Service Industry Machines

Nigeria

Air-conditioning materials. Construction & Technical Installations, Ltd. (manufacturing engineer), 2 Aloba St., Ebute Metta, Lagos. WTD 2/8/62.

363 Household Appliances

Jamaica

Gas and electric refrigerators and ranges; name brand products suitable for 115/230 volts, 50-cycle current. Reliable Traders, Ltd. (manufacturer's agent, commission merchant), 74 Laws St., Kingston. WTD 11/13/61.

371 Motor Vehicles, Equipment

France

Automobiles, trucks, parts, and accessories for same. Ets. Automobile Parisien, S.A. (distributor, sales agent), 10 rue de l'Hopital-St-Louis, Paris 10, WTD 12/21/61.

Heavy duty and industrial **vehicles.** Garage Metropolitain, S.A.R.L. (trader), 175 rue de Bercy, Paris 12. WTD 12/21/61.

Automobiles, trucks, spare parts, accessories. Rivoli-Garage, S.A. (trader, importer), 48 rue de l'Arbre-Sec, Paris 1. WTD 12/21/61.

Automobiles, parts, and **accessories.** Splendide Garage St. Germain (Gafai Belgassem), (trader), 29 rue de Poissy, Paris 5. WTD 12/21/61.

Automobiles and **accessories.** Grand Garage Central Kroehly & Cie. (wholesaler, retailer), 5, Quai Finkmatt, Strasbourg. WTD 2/2/62.

Automobiles, trucks, buses, spare parts, and **accessories.** Ets. Biguet Freres, S.A. (trader, distributor, sales agent), 65 rue Chardon-Lagache, Paris 16. WTD 12/21/61.

Indonesia

Automotive parts. N. V. Serdid & Co. (importing distributor), Djalan Nusantara 17, Makassar. WTD 12/21/61.

ECONOMIC REPORTS

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386 Photographic Equipment, Supplies

Italy

Motion picture cameras, 8 mm.; **projectors, editor viewers,** and **accessories.** Mafer, S.a.s. (importing distributor), Via Pancaldo 11, Milan. WTD 12/21/61.

LEADS FOR IMPORTERS

Commodities are offered direct unless specified.

131 Crude Petroleum

Indonesia

Crude oil; 36,000 long tons a month. Paraffinic 33° API. P. T. Kantor Makelar "Perantara" (broker), 26 Djalan Telepon Kota. WTD 1/25/62. Laboratory analysis.★

147 Chemical Mining

France

Fluorine ore. Up to 30,000 tons per year; 97% "acid grade." Rene Jean Antonioli (miner and export shipper), Villa Mezzo Monte, Bd. Montfleury, Cannes. WTD 2/9/62.

208 Brandy, Wine, Spirits

France

Wines, Bordeaux and Burgundy, red and white, classified vintage qualities, in glass bottles. Large quantities. Marcel Rouff & Cie. (wholesaler, commission merchant, selling agent and exporter), 109 Quai des Chartrons, Bordeaux, Gironde. WTD 2/24/61.

Philippines

Nectar beer (coconut flower juice). Sweet, 4% proof; dry, 12 to 20% proof. Priced at $4 a case, consisting of 24 export beer shape bottles of 12 fluid ounces each. A. Cordero Trading (importer, manufacturer's agent, exporter), 428 Regina Bldg., Escolta St., P.O. Box 2767, Manila. WTD 7/10/61.

229 Miscellaneous Textile Goods

France

Camping equipment, mainly tents of all types and sizes, including de luxe high-wall tents with kitchen commodities; sideroom umbrella tents; lean-to tents; also sleeping bags and camping accessories. Very good quality; 15,000 tents per annum. Direct or through agents. Société Anonyme M.N.C. (La Prairie), (manufacturer, wholesaler and exporter), 33 avenue de Montgron, l'Isle d'Espagnac, Charente. WTD 2/13/62. Descriptive pamphlets in French.★

241-242 Logging, Saw, Planing Mills

Burma

Teak (Tectona Grandis); Gurjan

(Dipterocarpus spp.); Pyinkado (Xylia Dolabriformis). **Teak,** 1,000 tons; Gurjan, 5,000 tons; Europe intermediate and first class. Direct or through agents. Thein Nyunt Brothers (exporter, selling agent), 8 Franklin Rd., Ahlone, Rangoon. WTD 7/25/61.

Guatemala

Lumber—lignum vitae, 5,000 lb. up, first class, 100 tons available; also **pine, mahogany and cedar lumber,** 1,000 board feet and over. First class. Direct or through agents. Aserradero Carlos E. Maselli R. e Hijos (manufacturer, export merchant, wholesaler), 8a. Calle 9–41, Zona 1, Guatemala City. WTD 1/9/62.

Thailand

Thai **teak wood.** First grade European quality. The Industrial Combine, Ltd. (export merchant), 964/2–3 Krung Kasem Rd., Bangkok. WTD 2/9/62.

317 Handbags

Belgium

Beaded bags, suitable for evening wear. First class. D. F. Buermans (manufacturer, exporter and wholesaler), 26 Chausse d'Anvers, Lier, Belgium. WTD 2/12/62. Samples.★

342 Hardware

Italy

Hardware, work tools, machinery, or **wall safes.** Wishes to act as purchasing agent (resident buyer or agent) for Italian suppliers. Ferruccio Cappellin (exporter, commission and sales agent), Via Ramazzini 1, Milan. WTD 7/5/50.

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Australia

W. C. Nealy (assistant general manager—paper and machinery), Gordon & Gotch (A'Asia), Ltd., 511 Little Collins St., Melbourne, Victoria, interested in meeting with export managers of **paper mills** not now represented in Australia and New Zealand. Mar. 10 via San Francisco for 1 month; c/o Brown Bros. Harriman & Co., 59 Wall St., New York, N.Y. Itinerary: San Francisco, Portland, New York, and Philadelphia.

John P. Young, representing John P. Young & Associates Pty., Ltd., 2 Glen St., Hawthorn, Melbourne, Victoria, interested in export possibilities for **Australian products;** contacting U.S. companies seeking Australian marketing information. Also interested in obtaining latest developments in **management consulting.** Feb. 24 via San Francisco for 2 months; c/o Pan American Airways' offices in cities on itinerary: San Francisco, Los Angeles, Washington, New York, Chicago, St. Louis, and Boston.

England

C. Houghton, sales promotion manager, and C. K. Ling, public relations officer, Goodlass, Wall & Co., Ltd., 179/185 Great Portland St., London, W.1, interested in **marketing methods** currently being used by the **paint industry,** with particular emphasis being placed on the marketing of color presentation and of future developments. Mar. 10 via New York for 3 weeks; c/o Palmer House Hotel, Chicago, Ill., Mar. 11–15; Pick-Fort Shelby Hotel, Detroit, Mich., Mar. 15–20; Chesterfield Hotel, New York, N.Y., Mar. 20–27. Itinerary: New York, Chicago, and Detroit.

France

Laffy Raoul, representing Société d'Economie et de Mathematique Appliquees, 87 rue de la Boetie, Paris, 8e, interested in **U.S. equipment and products** which might be manufactured under license by French enterprises, particularly **machinery** and **sheet forming equipment** for stainless steel. Mar. 12 via New York for 3 weeks; c/o Checchi & Co., 1612 K St., NW., Washington 6, D.C. Itinerary: New York, Washington, Boston, Pittsburgh, Chicago, San Francisco.

Lebanon

Antoine Harfouche, representing LITSCO (Harfouche & Barake), P.O. Box 4591, rue de l'Armee, Beirut, interested in **building materials** and **plastics;** also technical information. Feb. 28 via New York for 1 month; c/o Evershield Products, Inc., Joppa, Md. Itinerary: New York, Chicago, Baltimore, and possibly other cities.

Norway

Carl Storm, representing S. Storm & Co., 3 Rosenkrantzgaten, Oslo, interested in **labeling, duplicating, numbering,** and other small **machines** used by retailers. Feb. 23 via New York for 1 month; c/o Hotel Dayton-Biltmore, First and Main St., Dayton, Ohio; Hotel St. Moritz, 50 Central Park South, New York, N.Y. Itinerary: New York; Dayton and Toledo, Ohio; Boston; and Chicago.

Gunnar Block Watne Jr., representing G. Block Watne, Contractors, Sandnes, interested in purchasing **machinery** and **equipment** for the manufacture of **prefabricated houses.** Mar. 9 via New York for 3 weeks; c/o Norwegian Consulate General, 26 Broadway, New York, N.Y. Itinerary: New York, Miami, and Washington, D.C. If sufficient interest is shown and time permits, Mr. Watne will also visit other cities, including the states of Indiana and Alabama.

Turkey

Sadi Aral, representing Burkhard Gantenbein ve Ski, 2 No. 1u Is Hani, Billur Sokak, Galata, Istanbul (P.K. 176, Istanbul), interested in obtaining agency for **kerosene and gasoline engines.** Mar. 6 via New York for 1 month; c/o Turkish Consulate General, Washington, D.C. Itinerary: Washington, Raleigh, Detroit, Chicago, and Milwaukee.

NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices, Telephone WO. 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated February unless otherwise indicated.

Business Firms—Sierra Leone.

Electronic Equipment, Electron Tube, and Other Electronic Component and Accessory Importers and Dealers—Netherlands Antilles.

Electronic Equipment for Home Entertainment, Phonograph Record, and Pre-Recorded Magnetic Tape Importers, Dealers, and Manufacturers—Chile.

Household Appliance Importers and Dealers—Malaya.

Household Appliance Importers and Dealers—the Netherlands.

Laundry and Dry Cleaning Industry—Colombia.

Machinery Equipment and Supply, Electrical Importers and Distributors—Netherlands Antilles.

Machinery Equipment and Supply, Electrical Importers and Distributors—Philippines, January.

Machine Tools, Dies, Other Metalworking Machinery, and Industrial Furnaces Importers and Dealers—Norway.

Machine Tools, Dies, Other Metalworking Machinery, and Industrial Furnaces Importers and Dealers—Spain.

Motor Bus Lines and Transportation Companies—Netherlands Antilles.

Office Supply and Equipment, Stationery and Paper Importers and Dealers—Federal Republic of Germany and West Berlin.

Office Supply and Equipment, Paper and Stationery Importers and Dealers—Guatemala.

Oil (animal, fish and vegetable), Importers, Dealers, Producers, Refiners, and Exporters—Philippines.

Tanneries—Nicaragua.

Waste Paper and Rag Importers and Dealers—Denmark.

Chemical, Chemical Product Growth Opportunities Exist in Senegal

SENEGAL presents definite possibilities for investment development in the chemical and chemical products industries, according to a report issued by the Ministry of Commerce of the Sengalese Government, and is considering a liberal investment code (FCW, Mar. 5, p. 374).

The chemical industry in Senegal is now limited to the production of paint, compressed gases, and a small quantity of Javelle water.

The report points out that there are 2 ways to expand the chemical industry: (1) To manufacture finished products in Senegal from semifinished products, and (2) to utilize underground resources and take advantage of a potential consumption large enough to launch a large chemical industry rapidly which would satisfy its needs with its resources. Only in the case of fertilizer manufacture are sufficient favorable factors present to make a project of this nature feasible. The possibilities for setting up a large-scale mineral products industry depend on the development of fertilizers from the existing phosphate reserve.

A copy of *Chemical and Chemical Products Industry*, including 2 pages of import statistics for 1958-60, can be had on request to the Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

The development of the chemical industry in Senegal will be favored both by the expansion of the market for chemical products and by the increase in the availability of trained labor, as the Government's 4-year plan is implemented. In addition, investors in the chemical industry will have the advantage of a number of fiscal benefits and protective measures under the liberal investment code which is expected to be enacted shortly.

Sulfuric Acid.—The consumption of fertilizers emphasizes the need for a plant to manufacture sulfuric acid. Studies now under way will define more accurately the capacity needed, potentially 100 to 300 tons a day depending on the type of fertilizer. It is estimated that 12,000 to 35,000 tons of sulfur would need to be imported annually. Sulfuric acid would be used in the manufacture of fertilizer and would also be used in the refinery. The present price of sulfuric acid could be greatly reduced, it is estimated.

Ammonia.—Studies will have to be undertaken on the possibilities of setting up an ammonia manufacturing plant (FCW, Feb. 12, p. 259) using refinery gas or perhaps natural gas. Annual capacity might approximate 35,000 tons.

It would not be feasible to install an ammonia manufacturing plant with all the desirable guarantees, reports so far indicate. During the first 4-year plan, ammonia requirements for the manufacture of fertilizers would be met through imports.

Potassium chloride, necessary to manufacture complete fertilizers, would be imported.

Compressed, Liquified Gases.—Consumption of oxygen would increase rapidly during the first plan period, it is anticipated. Production in 1964 (around 700,000 cu. meters) would double that of 1959 without any appreciable increase in installations.

Acetylene needs, increasing rapidly, will continue to be met through production using calcium carbide.

Carbon dioxide gas, imported in part at the present time, will be manufactured from refinery exhaust gases.

Plastics, Rubber.—Processing of plastics, using imported material, is expected to expand rapidly and replace imports, particularly for plastic shoes, packing materials, sheets, tablecloths, carpets, floor covering, pipes, and sheets of insulating materials.

Imports of rubber and plastic shoes totaled 1,260,000 pairs in 1960, while domestic production attained 1 million pairs. Of these, 300,000 pairs were bought in Senegal and 200,000 pairs were exported outside the Customs Union. The 1964 volume could amount to over $2 million, which would be accompanied by a small increase in jobs and investments for the plastic industry.

Production of rubber products will be diversified and extended from the approximately 2 million pairs of rubber shoes now produced to the manufacture of sheets, bicycle and motorcycle tires, and inner tubes, and the retreading of tires. Volume of business in this grouping could be doubled to $4 million in 1964. If the production of rubber could be developed under economically favorable conditions, Senegal would be assured of selling up to 1,500 tons annually.

In a more limited way, it would be advantageous, according to the report, to expand the production of natural rubber in the Casamance region in southwestern Senegal.

Whitening, Cleaning Products.—Soap manufacture in Senegal amounts to 12,000 tons a year and, in 1959, represented almost all of the demand, with imports of 1,000 tons of ordinary soap plus 300 tons of luxury soap. Production might be expanded to include all normal soap requirements and a part of the luxury soap requirement. Exports could be developed. It is estimated that by 1964 production could exceed 16,000 tons. The soap industry uses 3,000 tons of fatty acids imported from Europe and about 3,000 tons of palm oil from Dahomey.

A small firm is now processing detergents but it supplies only a small portion of the market. Manufacture could be expanded materially. Later, the manufacture of sodium sulfonate, from propylene derived from the ethylene of refinery gases and from imported products derived from benzene, might be developed.

Paints, Varnishes.—Paints manufactured in Senegal amount to 1,900 tons and an additional 600 tons come in as imports. Planned construction programs should provide an expansion of the market to about 4,000 tons in 1964. Imports might be stabilized at 600 tons with domestic production amounting to 3,400 tons. During the progress of the plan, all the products entering into the manufac-

(See Senegal, page 429)

Heavy Industrial Equipment Asked by Tasmanian Foundry

A Tasmanian manufacturer wishes a licensing arrangement or joint venture to produce American equipment. Company produces steel and brass castings, structural steel fabrications, and general machinery, and also owns a small shipbuilding subsidiary.

Also interested in production of earthmoving equipment, mining plants, chemical plants and equipment, and electrically operated cranes.

Company representative will be visiting in California about April 8th and plans to be on the East Coast about April 16-19. Write to B. S. Thompson, general manager, Phoenix Foundry, Ltd., 156-164 Wellington St., Launceston, Tasmania, Australia.

W. German Concern Wishes To Manufacture Perlite

A West German producer wishes a licensing arrangement with an American manufacturer of perlite. Company produces high-grade insulating materials, including mineral wool.

Write to Isola-Mineralwolle-Werke, Hasslinghausen, Westphalia.

FOREIGN COMMERCE WEEKLY

SPECIAL SUPPLEMENT

U.S. SOUTHEAST ASIA TRADE CENTER OPENS IN BANGKOK

A rise in oversea sales is necessary to the welfare of this country and necessary to maintain the vigorous trade that will sustain the economic health of the free nations. Through Trade Centers and other action programs, the Department of Commerce stands ready to help U.S. industry build these export sales.

—Luther H. Hodges
Secretary of Commerce

New Trade Center in Bangkok To Promote Expansion Of U.S. Exports To Southeast Asia

by E. J. Krause, Director
Trade Centers Division

EXPORT sales of American products will be vigorously pushed at the new U.S. Trade Center for Southeast Asia opening in Bangkok, Thailand, on May 8, 1962. The Center, operated by the U.S. Department of Commerce in cooperation with the Department of State and American industry, provides a showcase where American goods can be displayed and sold, particular emphasis being placed on promoting and assisting exhibitors in obtaining permanent sales representation.

Expanding Markets to be Tapped

The Center serves the expanding Southeast Asian markets of Thailand, the Federation of Malaya, Singapore, Burma, Laos, Cambodia and Viet Nam—an area having a total gross national product of $8.5 billion and which imports more than $3 billion in goods annually. At present the United States provides only 8 percent of those imports. American industry should be able to obtain a greater share of these expanding markets through aggressive export sales promotion, assisted by the U.S. Southeast Asia Trade Center.

Although agency representation is emphasized at the Center, sales promotion will be an important activity. Through U.S. Government commercial offices in Thailand and neighboring markets, and with the assistance of a professional public relations and advertising firm, the Center exhibits will be brought to the attention of buyers—wholesalers, retailers and importers—and potential agents throughout Southeast Asia. Every effort will be made to bring these buyers and agents into the Trade Center to view the displayed American products.

The U.S. Southeast Asia Trade Center makes it possible for the Department of Commerce to offer to American manufacturers, on an industrywide basis, an inexpensive means of entering Southeast Asian markets, obtain representation, and make sales. To this end, arrangements will be made through Department of Commerce Field Offices for personal advice and assistance to exhibitors regarding export selling and trade procedures.

Many Services Provided

The Trade Center is located at 731 New Road, in the downtown Bangkok business district. The Center occupies a completely redecorated building with three floors of exhibit space totaling 5,000 square feet, and additional space for conference rooms and offices of the Center's trade promotion staff.

The Center will also house a Southeast Asia Regional Business Information Center, where American businessmen traveling in the area will find up-to-date information on economic conditions, markets, and specific trade opportunities in any of the seven Southeast Asian countries served by the Center. The information center will have a complete commercial library, including such reference books as U.S. trade directories, trade journals, and manufacturers' catalogs. The library, used by the Trade Center staff and available to business visitors, will concentrate on the many products and services available from U.S. manufacturers.

Woodworking First Exhibit

The Center opens on May 8, 1962 with an exhibit of light industrial woodworking machinery and equipment. These products were selected because of the promising market for such machinery in Southeast Asia and their acknowledged importance to the economic development of the area. Approximately 20 American woodworking machinery manufacturers, including some of the leading firms in the industry, are participating in this first Trade Center venture in Southeast Asia. Highlighting the exhibit will be an integrated operating model demonstrating conversion of domestic lumber into finished wood products by American woodworking machinery.

From the Southeast Asian buyer's point of view, the Trade Center will facilitate the purchase of American goods by enabling him to see and compare the latest and best products the United States woodworking machinery industry has to offer. He will be afforded the opportunity to select from numerous lines, the products which best fit his needs.

The Department of Commerce encourages exhibiting firms to select an agent in Thailand and other Southeast Asian markets before or immediately after the show's opening; upon request, Department representatives will ask the Foreign Service to assist in the location and identification of potential agents. This is done through the Trade Contact Survey Service offered by the Department. Thus, Southeast Asian buyers, when placing orders at the Trade Center are assured that a local agent of the U.S. firm, with whom personal contact has been established, is available to supply their future needs.

Exhibitors are required to have their displays manned, either by a representative of the firm sent from the United States, by a local agent, or by a temporary display attendant hired by the Trade Center at the expense of the exhibiting firm. Attendants are needed at the displays in order to identify and demonstrate features of the displayed products, to quote prices, and to negotiate agency agreements in those cases where the firm is not already represented. Center Trade Promotion personnel will be on hand at all times to assist visitors and exhibitors, but will not participate in order taking or agency negotiations. This arrangement is in keeping with the U.S. private enterprise tradition that the role of Government be confined to institutional promotion, leaving specific transactions to the individual firms concerned.

The woodworking exhibit will run for approximately 6 weeks, from May 8 to June 15, and will be followed by an exhibit of medical, dental, and surgical supplies and equipment. Products being considered for subsequent exhibits are listed elsewhere in this special issue.

SCHEDULE OF EXHIBITS

U.S. Southeast Asia Trade Center

May 8-June 15: Light Industrial Woodworking Machinery and Equipment.

July 9-August 17: Medical, Dental, and Surgical Supplies and Equipment.

The products being considered for future exhibits include automotive service equipment, machine tools, farm machinery, irrigation equipment, plastic molding and extrusion machinery, and building supplies. Dates of these and other displays, when set, will be announced in the Foreign Commerce Weekly.

Increased Sales of U.S. Products Is Goal Of Trade Center Promotions

by Edward Gudeman
Under Secretary of Commerce

THE new U.S. Trade Center opening in Southeast Asia represents another forward stride in the Government's efforts to assist American business to enter and expand sales in promising export markets. The objective of these efforts is to increase substantially the volume of U.S. exports to strengthen the economy and to correct the current unfavorable imbalance in our international payments.

The President, pointing out the need in the national interest for increased exports, declared in the State of the Union message in January that "above all, if we are to pay for our commitments abroad, we must expand our exports. Our businessmen must be export conscious and export competitive." The President has directed the continued expansion of the Government's export promotion campaigns for American industries.

Under Secretary of Commerce, Edward Gudeman, will represent the U.S. Government at the official ceremonies opening the U.S. Southeast Asia Trade Center in Bangkok on May 8. Host for the Center opening activities will be Kenneth T. Young, U.S. Ambassador to Thailand.

Invitations to attend the opening are being sent to leading government officials, trade organizations and businessmen in Thailand and the surrounding countries served by the new regional Center.

Other representatives from the Department of Commerce, which operates the Trade Centers program, will include L. Edward Scriven, Director of the Bureau of International Business Operations, and Edward J. Krause, Director of the Trade Centers Division.

U.S. Products Introduced

The Trade Centers Program of the Department of Commerce is one of the major new services to business through which we seek to attain this goal of increased exports. The Trade Centers, the first of which opened in London in June 1961, provide American firms with display and promotional facilities in foreign markets where there is an immediate or imminent demand for American products and where adequate dollar resources are available for the purchase of our goods.

Our experience at the Center in London has demonstrated that the Centers do provide a real opportunity for American manufacturers interested in developing profitable outlets for their products abroad. I can say this without qualification, based on my 35 years' experience in marketing and retailing.

Primary emphasis is being given to the Trade Centers' role in placing firms which have not previously exported into the export business. Most of the firms which have used our London facilities and services had never previously sold their products in the United Kingdom. These exhibitors met face-to-face with potential agents, negotiated with them, showed them their products, and in most cases came away with an arrangement for the long-term sales representation for their products in the United Kingdom. Boosted by extensive pre-show promotion and advertising and by the agent-finding Trade Contact Survey service of the Department, American manufacturers are put into direct contact with the people in the trade best qualified to handle their products and produce continuing sales.

Professional Promotion

In spite of emphasis on exhibitor-agent contact, sales at the Centers are not slighted. Each exhibit is accompanied by a professional promotional campaign designed to assure maximum buyer exposure. General and trade press advertising, personal invitations to all important buyers in the market, and other tested promotional techniques combine to produce increased sales for those exhibitors already represented in the market and for those firms, new to the market, which have succeeded in obtaining agents during the early days of the show. One British representative of an American manufacturer who exhibited in the recent Toys and Games Show in London enthusiastically commented that he had been able to see more buyers in terms of gross buying power in one week at the Center than he had been able to see during the entire year in making sales calls.

We do not guarantee, of course, that every single manufacturer who exhibits will make outstanding sales on-the-spot. Selling involves more than showing and promoting. If the product is competitive and the exhibitor is aggressive in his sales-contact follow through, and willing often to make minor adjustments so that his product is better suited for the foreign market, exhibiting at a Center should produce good sales results. In any case, the exhibitor will find that the Center provides an unequalled opportunity to test the foreign market with a minimum of effort and cost, with maximum government assistance. An exhibitor in one of the Center's apparel shows, although he did not record sales, stated that "we are most satisfied with the opportunity of showing our merchandise, getting the reactions of the merchants in Great Britain, thereby enabling ourselves to produce the proper garments for the area covered . . . today we have a clear understanding as to the requirements of the United Kingdom and while our prices are higher, by constructing our models to comply more rigidly with their import duties we can minimize our costs and we believe we can become competitive."

Small Business Invited

Small business particularly will find the Center facilities attractive because of the relatively low cost and effort involved in obtaining the type of product exposure the Center provides. An exhibitor has summarized the feeling of many of the predominantly small firms which have exhibited at the Center in describing the exhibit and its accompanying promotion as "the most effective and least expensive way I can think of for small manufacturers to get into the lucrative export market."

In addition to these major benefits of Trade Center participation, the Center provides an effective showcase for the introduction of new products in foreign markets. Again the concentrated exposure of exhibited products to potential buyers and agents, coupled with extensive press coverage, provides a unique and effective means of launching a new product abroad.

The influence of the Trade Centers is not limited to the cities nor the countries in which they are located. The London Center is given extensive coverage and promotion throughout the United Kingdom by a professional public relations firm and by the commercial offices of the American consulates located in all major cities. On the Continent, the commercial

(*See Goal, page S-10*)

Trade Centers Aid U.S. Small Business In Introducing Products Overseas

THE rising standard of living and plans for economic development in many nations, along with the relaxation of restrictions against U.S. products and dollar trade, have given businessmen the best opportunity in years to trade profitably abroad.

The expanding demand for American products overseas provides an opportunity for small business as well as for the large corporation.

The U.S. Department of Commerce recognizes the special need for assistance to the small businessman who is unfamiliar with export procedures and who may not have the financial resources required for extensive overseas market research. It is encouraging small business to reach profitable export markets by offering services designed to reduce the problems and expense involved in showing his products in these markets.

The small manufacturer considering foreign trade needs answers to certain basic questions: Has he the facilities to supply his product for export in addition to his existing domestic sales? How should he organize to sell abroad? Which countries afford the best markets? Can his products be competitive? How can he obtain reliable foreign representation? What special procedures are required for export? The Department of Commerce is prepared to offer direct, practical guidance to the small businessman in answering these questions.

This guidance is available through the Bureau of International Business Operations in Washington, or any of the conveniently located Field Offices of the Department of Commerce. It includes counseling service, detailed information on specific foreign markets, trade lists by product or commodity group within a specific country, individual reports on foreign firms (World Trade Directory reports) Trade Contact Surveys, and specific opportunities published in the *Foreign Commerce Weekly*, the Bureau of International Business Operations publication which presents general and detailed economic and commercial information gathered through the worldwide facilities of the Foreign Service.

Foreign Market Tests Available

The Trade Centers program affords an excellent, low-cost means for small business to test a foreign market and to obtain long-term representation of its products in that market. The Trade Centers program is described in detail in other articles of this special supplement, but its special significance to the small businessman is worth noting here.

The Trade Centers, now operating in London and Southeast Asia (Bangkok) and soon to open in Germany and Japan, are permanent facilities in downtown commercial locations designed to display and promote the sale of United States products. The Trade Centers should be particularly useful to small manufacturers for introducing their products in the area served by the Trade Center, the facilities being provided at no cost to the participating American firm.

Display of Products Invited

The Centers' display themes are determined on the basis of extensive studies resulting in the selection of a group of products that has good sales potential in the particular Trade Center market. The trade promotion staff at the Trade Center and the U.S. Embassy in the country of the Trade Center location undertake before and during the display an extensive promotional campaign designed to bring in buyers and prospective agents for the exhibited products. Therefore, the small businessman whose products fall within the categories of products scheduled to be displayed at the Trade Center receives the benefits of a market survey and also has the assurance that his products will come to the attention of groups in that country who buy and distribute that type of product. Two-thirds of the firms which have used the facilities of the London Center since its opening last June to enter or increase sales in the United Kingdom market have been small and medium enterprises.

One of the most important objectives of the Trade Center is to facilitate finding an agent for the displayed products, rather than to effect sales of the products during the course of the display. Since the primary reason for the establishment of the Trade Center program is to increase the volume of U.S. exports, priority in displaying at the Trade Center is given to those American firms whose products are marketable abroad but which are not yet sold in that market or represented by an agent in that market.

Choosing of Agent Facilitated

Trade Center participants seeking representation in the local market may obtain, free of charge, the Department's Trade Contact Survey service. Briefly, the Trade Contact Survey is a specialized service designed to locate in a particular country several foreign firms which meet an American businessman's specific requirements and express an interest in the representation offered. The survey is conducted on-the-spot by the Foreign Service. The American firm receives a summary report of the information developed, including pertinent marketing data as well as the names and addresses of one or more prospects qualified to act as its representative. World Trade Directory reports giving complete background information on the prospects also are furnished.

Small firms that are not represented in the United Kingdom or Southeast Asian markets and are interested in displaying at the Trade Centers, but whose products do not fit within any of the scheduled themes for display, are encouraged nevertheless to take advantage of the Commerce Department's services to enter their products in that market.

COURTESY TOURIST ORGANIZATION OF THAILAND

Modern business street in Bangkok.

Information Center Serves Traveling U.S. Traders

GOING on business to Bangkok, Kuala Lumpur, Singapore, or Saigon? Need assistance in reaching local agents or buyers for your products? Or in getting the latest report on economic conditions in Malaya, import restrictions in Burma, traveler's baggage regulations in Cambodia? Like an introduction to the Foreign Service commercial officers in the Southeast Asian cities you plan to visit?

U.S. businessmen traveling in the Southeast Asia area will find a convenient, one-stop source of information on economic conditions, markets, and individual trade opportunities in the area at the new Trade Center which opens in Bangkok, Thailand, on May 8, 1962.

The Business Information Center is one of the many facilities in the new headquarters established to promote U.S. exports to Southeast Asian markets, including Thailand, the Federation of Malaya, Singapore, Burma, Viet Nam, Cambodia, and Laos. Up-to-date reports on market conditions and trade opportunities prepared by U.S. Government commercial offices in each of these countries are offered for quick dissemination to interested American businessmen. Also available are trade lists of firms handling specific products in any of these countries—names and addresses, and basic information. Businessmen stopping at the Center in Bangkok en route to other Southeast Asian commercial cities can obtain advance information on those areas. The Center will also advise U.S. commercial officers in the cities to be visited of the businessman's interests in that area so that advance arrangements can be made to provide practical assistance.

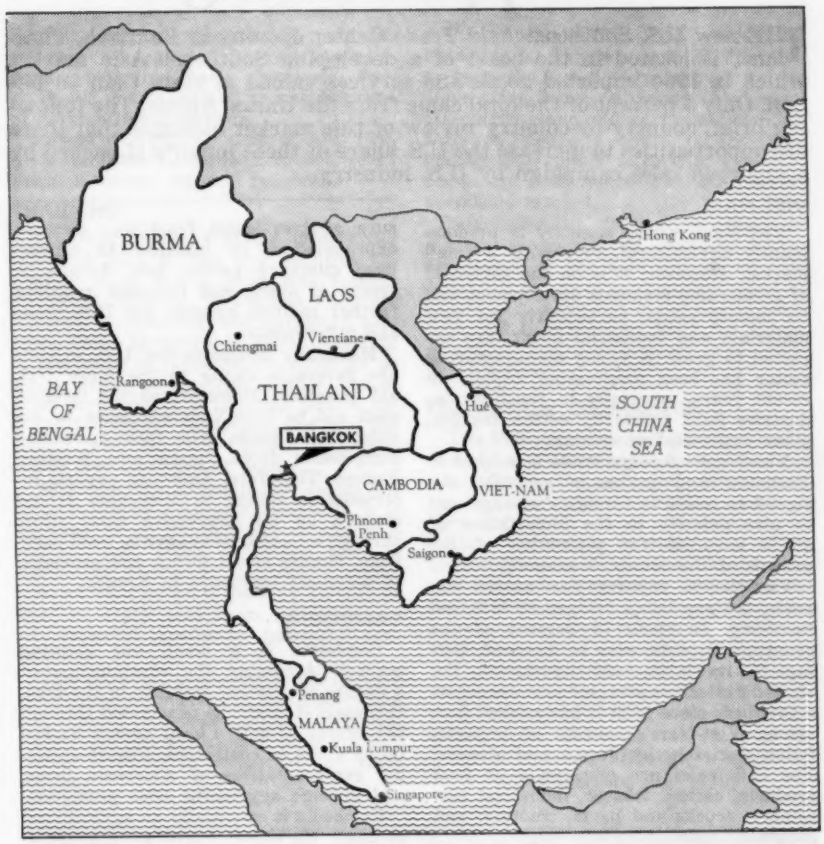
The Center thus is a single-stop source of commercial information useful to U.S. firms which send representatives in search of new or increased outlets for their products in Southeast Asia. This facility should save considerable time in establishing initial local business contacts.

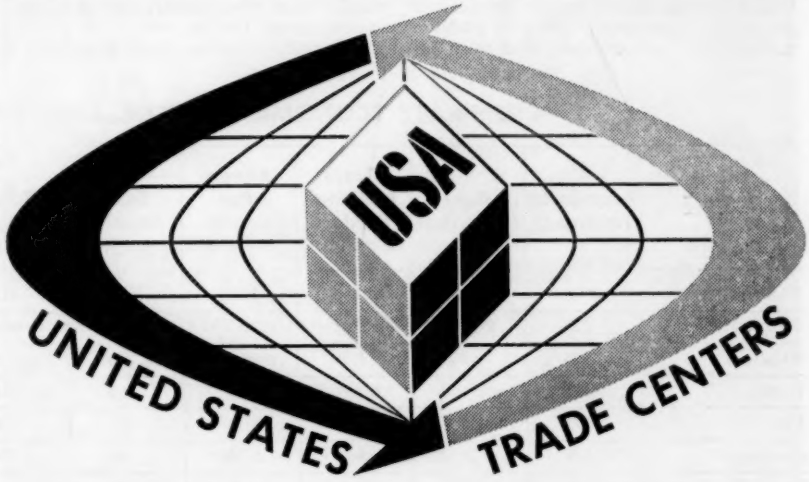
The Center will also be a convenient source of information to Southeast Asian businessmen interested in buying specific U.S. products and services. It will have a complete commercial reference library—U.S. trade directories, trade journals, and other information on U.S. industry useful to the potential customer.

This business information service provided by the Center trade promotion staff under the supervision of the Commercial Attache and the U.S. Embassy, Bangkok, will be available during regular Trade Center hours—8 a.m. to 5 p.m., Monday through Friday.

Whether you are in Bangkok as an exhibitor in the U.S. Southeast Asia Trade Center or there en route to other Southeast Asian markets, make your trip easier and very likely more profitable by stopping for assistance at the Regional Business Information Center, located in the Trade Center at 371 New Road, in downtown Bangkok.

U.S. Trade Center in Bangkok Serves Thailand, Malaya, Singapore, Burma, Laos, Cambodia, and Viet-Nam





Southeast Asia Markets Offer American

THE new U.S. Southeast Asia Trade Center opening in Bangkok, Thailand, is located in the heart of a developing Southeast Asia market which in 1960 imported goods and services valued at more than $3 billion. Only 8 percent of the total came from the United States. The following brief, country-by-country review of this market indicates that there are opportunities to increase the U.S. share of these imports if backed by a vigorous sales campaign by U.S. industry.

VIET-NAM

Viet-Nam, whose economy is predominantly agricultural, represents a small market. However, it is on the threshold of accelerated economic development and its import needs, particularly for raw materials and industrial goods, are expected to grow. A young manufacturing sector has been progressing rapidly in recent years, especially in the light industries field, primarily cotton textiles, glass, and metal processing.

Viet-Nam's foreign trade is subject to licensing and exchange controls, designed to conserve foreign exchange and to give priority to the importation of goods essential for promotion of the growth of the country's economy.

Viet-Nam's imports far exceed exports, the gap being bridged by U.S. aid financing. In 1960, 75 percent of the country's imports were so financed. Owing to its large-scale assistance, the United States has attained prominence as a supplier; since 1959 it has ranked first among Viet-Nam's sources of imports, followed closely by Japan and France. The U.S. sales are principally of food products, cotton, tobacco, industrial machinery, trucks and parts, tractors, and industrial lubricating oils.

The United States has an investment guarantee agreement with Viet-Nam under which private investors may insure against losses from war damage, expropriation, or inability to convert local currency profits into dollars. A treaty of amity and economic relations further reduces hazards for U.S. trade and investments.

Marketing prospects for U.S. exports are favorable owing to the large U.S. aid program. However, as the level of such aid to Viet-Nam continues to decline, U.S. goods will face increasing competition from Japan and Wsetern Europe. Therefore, American exports interested in selling in Viet-Nam should embark on an aggressive sales effort through effective local agents, good servicing, flexible credit terms, and provision of technical literature in French.

CAMBODIA

Cambodia is a small but growing market. Assuming the continuation of a degree of political stability in the area, this market might be penetrated through the efforts of active local agents backed up by visits of competent, French-speaking representatives of American firms, and through aggressive sales promotion.

Cambodia is essentially an agricultural country. Its export earnings come principally from rice, rubber, and to a lesser extent, corn, lumber, fish, and pepper. The country's foreign trade is regulated. The bulk of its imports (more than 55 percent) is financed with its own exchange; imports financed under U.S. aid represent about 20 percent. The country's chronic balance-of-payments deficit has been largely reduced in recent years by U.S. economic aid. Exchange reserves are sufficient to cover one year's imports.

Principal competitors of the United States in this market are Japan, Communist China, France, West Germany, and Hong Kong. Competition is keen with respect to all imported commodities except perhaps air conditioners and outboard engines. The relative position of the United States has been somewhat improved by two recent developments. First, following the change in U.S. aid procurement policy in December 1960, 19 industrial countries have been excluded from supplying Cambodia with goods that are financed under U.S. aid. Secondly, early in 1961 Cambodia's exchange allocation system under which imports from the dollar areas have been discriminated against—has been revised and the restrictive element removed.

SINGAPORE

Singapore, one of the largest ports in the world, is the entrepot center for many countries in Southeast Asia. Connected with the Federation of Malaya by a short causeway, it is an internally self-governing independent state, and still the main port for the goods entering or leaving the Federation. As such, Singapore is closely tied to Malaya in wealth and prosperity.

As a consuming market for imported goods, Singapore alone, having but a million and a half population, is insig-

SUMMARY ECONOMIC STATISTICS—SOUTHEAST ASIA*

Market	Population (millions)	Area (sq. miles)	Gross National Product ($ million)	Annual Per Capita Income	Foreign Trade ($ million)				
					Total Imports c.i.f.	Total Exports f.o.b.	Imports from U.S.	Exports to U.S.	% of Total Imports from U.S.
Thailand	26.2	200,000	2,100	$100	451	411	76	57	17%
Fed. of Malaya	7.0	51,000	1,700	$280–320	717	976	30	101	4%
Singapore	1.5	225	800	$350–400	1,366	1,166	52	81	4%
Burma	22.1	262,000	1,200	$ 57	259	224	9	1	4%
Viet-Nam	14.0	66,000	2,100	$150**	240	84	61	4	25%
Cambodia	4.9	67,000	490	$106**	95	70	11	8	12%
Laos	2.0	91,000	100	$ 65	12	1	2	—	12%
Total	77.0	737,225	8,490	—	3,140	2,932	241	252	8%

*All figures for 1960 unless otherwise indicated

**Annual per capita GNP

Businessmen Growing Trade Opportunities

nificant. But the area it serves as an entrepot center, which includes the Federation, Thailand, Indonesia, Borneo, and Burma, has vast potential as an expanding market for American goods.

LAOS

The economy of Laos is almost entirely dependent on U.S. aid. Following the outbreak of the civil war in August 1960, domestic economic activity has been sharply curtailed; foreign trade activity has only recently begun to show signs of recovery.

In recent years Laos has been free of licensing and exchange controls and maintained a freely convertible currency. The country's balance of payments deficits are made up through dollar grants of the U.S. aid program. Goods are imported largely to satisfy requirements of middle-class (largely civil service) consumers in the larger cities. These include for example, textiles, food products, transport equipment, metal manufacturers, and chemicals. Exports are largely of tin concentrates.

BURMA

Burma's new 4-year plan for economic development (1961-65) provides considerable opportunities for the expansion of U.S. trade and investment.

Major emphasis is given to the improvement of basic transportation and communications facilities; expansion of the country's extractive industries (minerals and timber) and establishment of industries based on these resources (particularly plywood and paper); and setting up of plants for the production of consumer goods. Increased development allocations for these purposes will increase the potential market for sale of American industrial machinery agricultural equipment, road transport equipment and road construction machinery, and mining equipment.

Until very recently, the Government has maintained strict import controls. Now that the dollar shortage is no longer a major problem, special efforts will be required by U.S. firms to capitalize on these new resulting trade and investment opportunities. Most U.S. products are unknown or have been unavailable in the Burmese market for many years. American firms will be afforded an excellent opportunity within the framework of Burma's current economic development program to develop a market for many types of capital goods including irrigation, power, and flood control equipment; agricultural machinery and equipment, particularly tractors, pumps, small motors, and farm implements; various types of transportation equipment, notably diesel locomotives, trucks, and buses; and timber extraction equipment and mining machinery. Burma will require a growing volume of industrial raw materials including basic chemicals, dyestuff, and metals, as well as a wide range of construction materials.

Burma's principal exports are rice, teak and other hardwoods, rubber, semiprecious stones, tin, and tungsten.

THAILAND

Thailand enjoys a stable, prospering economy with a free and uniform exchange rate, ample gold and foreign exchange reserves, an almost complete absence of licensing and exchange controls, and a Government policy stressing a minimum of Government direction or participation in business. Gradual industrial development is creating both a demand for capital equipment and jobs for people who can now afford consumer goods previously out of reach.

Although the average per capita income is low by American standards, it is growing at an annual rate of almost 3 percent and, more important from a marketing viewpoint, Thailand's industrialization changes a growing number of families every year from nonconsumers of imported goods to potential consumers.

The six chief products, which in 1959 constituted 82 percent of its exports, are tin, rubber, rice, corn, tapioca, and teak. Exports of rice and rubber alone are sufficient to bring in money to buy from abroad.

U.S. exports to Thailand, which make up about 17 percent of total Thai imports in the last 3 years, occupy second place after Japan. Although third countries have made strong promotional efforts to secure a share in the Thai market, only lately have U.S. exporters begun to show more interest in that promising market.

Internationally Thailand is considered a sound credit risk, as evidenced by the acceptance of the baht (about 21 baht equal US $1) as a hard currency and by substantial loans for industrial projects from the International Bank for Reconstruction and Development and other organizations.

FEDERATION OF MALAYA

The Federation of Malaya is generally considered politically the most stable and economically the most prosperous country in Southeast Asia. The wealth it derives from its rubber and tin resources enables the people to enjoy one of the highest per capita incomes in the area and a standard of living far above the Asian average. The Government pursues a policy of free enterprise within a Western-oriented democratic framework.

The high purchasing power of most Malayans enables them to buy large quantities of imported goods from various sources. The American share of the Malayan market, although a small 4.1

(See Markets, page S-10)

COURTESY EMBASSY OF THE FEDERATION OF MALAYA

Street in business district of Kuala Lumpur hums with activity.

This Quick Checklist Gives the Facts On the Trade Centers Program

Definition of a U.S. Trade Center ►

. . . A permanent display facility established in an important foreign commercial city for the exhibition and promotion of U.S. products for export.

Locations of Trade Centers ►

. . . The first, in London, opened in June 1961.
. . . The second, in Bangkok, opening in May 1962, to serve the markets of Southeast Asia (Thailand, Malaya, Singapore, Burma, Viet Nam, Laos, and Cambodia).
. . . Additional centers to be opened by the Department of Commerce in 1962 in Frankfurt and Tokyo.

Benefit of the Trade Center to individual American manufacturer ►

. . . A convenient and inexpensive means of testing a foreign market and locating an agent for his products.

Benefit of the Center to manufacturer already selling in that market ►

. . . An inexpensive means of enlarging promotion and sales of his products—introducing them to a wider range of potential buyers.

Services of the Trade Center to the exhibitor ►

. . . Facilities and assistance for the display or sales of goods at no charge to exhibitors.
. . . Carefully tailored publicity program to attract buyers, agents, and distributors.
. . . Assistance to exhibitors in obtaining permanent sales representation in foreign markets.
. . . Arrangements through Field Offices of the Department of Commerce for advice and assistance to exhibitors regarding export sales procedures, marketing and credit information, documentation, etc.

Operation of Trade Centers ►

. . . By a series of promotions, each featuring a single product theme. A promotion is an exhibit of goods at the Trade Center, backed by a publicity campaign. The single product approach, through a concentration of effort, best serves the interests of the exhibitor by identifying and attracting foreign buyers to the Center in an organized fashion. The creation of shows on an industrywide, nationwide basis assures the buyer that he will see the best this country has to offer in a given field.

How buyers, agents, and distributors are attracted to the Center ►

. . . The Commercial Attache's office of the U.S. Embassy identifies as many wholesale, retail, and agency outlets as possible—the numbers usually running into hundreds—and sends them special invitations to visit the Center.
. . . A publicity campaign utilizing trade paper advertising, newspaper publicity, etc., is conducted by a professional public relations counsel.
. . . Special promotional activities, such as bringing in buyers on a city-by-city basis, are used.
. . . London promotions are also publicized on the European continent by Foreign Service posts in major commercial cities.
. . . Bangkok Center promotions are publicized, in addition, throughout the Southeast Asian region by both the Foreign Service and a public relations firm.

Representation by the exhibiting firm ►

. . . Exhibitors are encouraged to have a representative on the spot who can make sales and select an agent. Although the Center will be manned by Government personnel, these employees will not participate directly in sales of merchandise. Individual exhibits must be manned either by a representative sent from the United States, by the exhibitor's local agent, or by a temporary attendant who may be obtained through the Trade Center management. The fees for such temporary attendants must be paid by the exhibiting firm.

American manufacturer unable to send representative ►

. . . If the manufacturer cannot send a representative, he should ask for assistance in selecting a foreign agent, a service regularly offered through the Trade Contact Survey. The Survey is a specialized service designed to locate in a particular country several firms that meet an American businessman's specific requirements and that are interested in a representation arrangement. The American firm receives a summary report of the information developed, including pertinent marketing data, the names and addresses of one or more prospects qualified to act as its representative, and World Trade Directory reports giving complete background information on the prospects. Requests for Trade Contact Surveys may be made to the Commercial Intelligence Division, Bureau of International Business Operations, Washington 25, D.C., or to any of the conveniently located Department Field Offices.

Requirements for participation in a Trade Center Promotion ►

. . . Exhibitor's products must conform to the product theme.
. . . Exhibitor must follow the ground rules established for the particular show. These ground rules are set forth in an information brochure provided to each prospective participant.

How product themes are chosen ►

. . . Planning begins with a list of products that appear to have the best sales potential in the market. When a survey of American manufacturers shows enough interest to warrant further action, a list of possible themes is submitted to the U.S. Embassy for study and recommendation. When the Embassy's assessment is received and the themes correlated with other information such as seasonal buying patterns, a final selection is made.

If a firm's product does not fit a promotion, how Trade Center facilities can be used ►

. . . The Trade Contact Survey, by which the Bureau of International Business Operations tries to locate a suitable agent abroad, is always available to assist the potential American exporter. As an extension of this service, individual firms may have their products displayed at the Trade Center for examination by prospective agents. For these exhibitors, the Trade Promotion Officer of the Center will undertake to bring in qualified agents, but the Center will not give these products the sales promotion aimed at buyers that is given to regular industry displays.

Participation by small firms ►

. . . The Department of Commerce encourages participation of small firms, and is prepared to offer every possible assistance to facilitate the entry of small firms into the export market. Small businessmen are urged to discuss the opportunities for increased sales and profits through export with trade specialists of the U.S. Department of Commerce Field Offices, located in principal cities throughout the United States.

Products of Many U.S. Firms Find Markets

Success in London Proves Effectiveness Of Trade Centers in Promoting Sales

RESULTS of the first 7 months of operation at the U.S. Trade Center in London have demonstrated the value of this export trade promotion technique. Since the Center's opening in June 1961, the products of 315 American firms have been displayed, promoted, and sold in a series of seven exhibits featuring such products as housewares, food products, apparel, bourbon, and toys and games.

The Trade Center has been particularly useful to American firms that were previously not active in the United Kingdom market. Of the firms displaying their products, 125 entered the U.K. market for the first time through the facilities offered by the Trade Center. During the course of the various exhibits, more than half of these firms met and negotiated agreements with British and Continental agents for the long-term representation of their products in British and European markets. Most of the remaining unrepresented firms are actively negotiating for long-term representation.

Direct Sales Heavy

Although the primary emphasis at the London Center has been upon obtaining agents for exhibiting firms, on-the-spot sales have also been substantial. During the opening exhibit—a 6-week housewares display—orders of more than a million dollars were placed by visiting British buyers, who had received individual invitations to attend the show. There were approximately $3 million in reported sales booked during exhibits held to date. An even greater volume of sales is expected to result from buyers who, having been introduced to the displayed American products, place orders during the months following the exhibits.

For each of the exhibits, a professional public relations firm was used to provide maximum publicity and promotion of the exhibits throughout the United Kingdom. Publicity and advertising in both general media and the trade press, and individual invitations to all important buyers, were among the promotional activities undertaken by the public relations firm. American Foreign Service commercial offices in all major Western European cities brought the Trade Center exhibits to the attention of local buyers and potential agents.

Housewares, Foods Among Features

A Housewares Display by 61 manufacturers from all parts of the United States opened the Center in June 1961. Next came a Department of Agriculture sponsored Food and Agricultural Products display in which 116 U.S. firms introduced more than 3,000 different American food products to the British trade and public. A series of three apparel promotions held in October and November displayed men's and boys' wear, women's sportswear (including fashion shows), and infants' and children's wear. During the December holiday season, the Bourbon Institute and the Kentucky Distillers Association held a promotion at the Center featuring the many uses of bourbon and Christmas packaging. To coincide with the two major domestic toy shows held in the United Kingdom, the Center devoted its January-February exhibit to American-made toys and games. The show was described by Mr. Saul Robbins, President of The Toy Manufacturers Association of the U.S.A., Inc., as "the first major step in developing overseas markets" for the industry.

The Department of Commerce, in selecting and promoting those products which have the best prospects for increased sales in the United Kingdom, has had the cooperation of leading trade associations in the exhibited product industries. In addition to those already mentioned, the Department has been assisted by the National Housewares Manufacturers Association, the Southern Garment Manufacturers Association, and the Hobby Industry Association of America. Trade journals have also cooperated in bringing the Trade Center promotions to the attention of American industry.

During the first half of 1962, the Trade Center in London will hold exhibits, with full-scale promotion, of decorative home lighting, photographic equipment, and ladies' handbags and accessories. Being considered for the remainder of the year are "do-it-yourself" home repair products, automotive maintenance equipment, medical and dental supplies and equipment, and sporting goods. The Department of Agriculture during the year will sponsor two exhibits dealing with agricultural and food products.

Housewares Show, U.S. Trade Center, London.

Trade Center Exhibitors Aided in Finding Agents

Trade Contact Surveys are offered to locate competent and reliable agents or distributors in Southeast Asia and other Trade Center locations for Trade Center participants who do not have representatives.

» *What a Trade Contact Survey Is*

A Trade Contact Survey is a specialized service designed to locate several firms in a particular country which meet an American firm's specific requirements and which express an interest in the representation offered. It is conducted by the Foreign Service at the request of the Dept. of Commerce.

As the individual surveys are completed, each firm receives a summary report of the information developed, including pertinent marketing data and names and addresses of one or more prospects qualified to act as its representative. World Trade Directory reports giving complete background information on the prospects also will be furnished.

» *Any U.S. Firm May Apply*

The Trade Contact Survey service is available to all U.S. firms interested in finding agents or distributors in any foreign market. Requests should be made on Form FC-963, *Application for Assistance in Selecting an Agent or Distributor Abroad.* A charge of $10 is made for each survey conducted. However, surveys made for Trade Center participants are furnished without charge as one of the special services provided.

» *Trade Lists Also Available*

Many U.S. firms find that they are able to make satisfactory trade connections abroad through the information contained in Trade Lists and do not need to request special Trade Contact Surveys. Trade Lists give names, addresses, and basic information on firms handling specific commodities and services in individual foreign countries. The relative size of each firm is indicated, as well as the products handled, territory covered, and sales force. These lists are an invaluable tool in reaching potential buyers and users of U.S. products.

Trade Lists are published for a wide range of products, trades, services, and countries. They are sold at $1 per list covering one country and business classification.

» *How You Can Obtain These Services*

Consult the nearest Department of Commerce Field Office concerning your needs. Members of the Field Office staff will supply copies of appropriate Trade Lists, assist you in applying for a Trade Contract Survey, or offer other Bureau services to help you develop your export markets. Or you may write to the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Goal . . .

(Continued from page S-3)

offices of American embassies and consulates bring the London exhibits to the attention of local buyers and agents.

The new Center in Bangkok has been designed specifically as a regional Center to provide maximum promotion and development of trade opportunities—again with the assistance of a professional public relations firm—in the seven countries of the area. This includes Thailand, the Federation of Malaya, Singapore, Burma, Laos, Cambodia, and Viet Nam. The Center planned for Fall 1962 opening in Frankfurt, Germany, similarly will operate on a regional basis, to take advantage of sales opportunities for American products anywhere within the Common Market's six-country trading area.

Tokyo Center

A fourth Center is also planned for 1962, to be located in the booming Japanese market. The opening in Tokyo should coincide with an increasing demand for American products and encourage the Japanese Government to accelerate its trade liberalization program.

In the United Kingdom and Southeast Asia, in the Common Market and Japan, the markets are there. In London and Bangkok (and soon in Frankfurt and Tokyo) U.S. Trade Center facilities and services are there. It remains only for imaginative U.S. manufacturers and exporters, interested in increased profits through increased export sales, to take advantage of this new Department of Commerce program in these promising markets.

Markets . . .

(Continued from page S-7)

percent in 1960, is growing rapidly and indications are that the trend will continue into the foreseeable future. In certain fields such as heavy earth-moving machinery, air-conditioning equipment, and fruit juices, the United States holds the lead.

The Federation is the largest producer of natural rubber in the world (over 700,000 tons in 1960) and the source of one-third of the world's tin. These two items provide the country with ample foreign reserves, enabling it to have a sizable favorable trade balance. There are no restrictions on the import of American goods other than those for the national safety, health and morals.

Malaya is considered to be a sound credit risk internationally and as such has recently received two D.L.F. loan for the construction of roads and bridges and the expansion of port facilities. The Malayan dollar, tied to the pound sterling, is very stable at 3.03 to the U.S. dollar.

World Trade Information Reports Give Basic Country Data

Current World Trade Information Service Reports—prepared by the Department of Commerce—containing basic economic, operational, and statistical information on the countries served by the U.S. Southeast Asia Trade Center are available.

The reports, listed below, may be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., or any of the Department of Commerce Field Offices; reports issued prior to 1959 are available only from the Commerce Department and its Field Offices.

Burma

Basic Data on the Economy of Burma. Part 1, No. 58-13. 19 pp. February 1958. 10 cents.
Economic Developments in Burma, 1956. Part 1, No. 57-26. 7 pp. March 1957. 10 cents.
Economic Developments in Burma, 1955. Part 1, No. 56-22. 5 pp. March 1956. 10 cents.
Economic Developments in Burma, 1954. Part 1, No. 58-18. 7 pp. March 1955. 10 cents.
Establishing a Business in Burma. Part 1, No. 56-62. 9 pp. July 1956. 10 cents.
Import Tariff System of Burma. Part 2, No. 58-73. 2 pp. November 1958. 10 cents. (Superseded No. 56-62.)
Licensing and Exchange Controls, Burma. Part 2, No. 60-33. 3 pp. July 1960. 10 cents. (Superseded No. 57-85.)
Living Conditions in Burma. Part 2, No. 58-77. 8 pp. November 1958. 10 cents.
Preparing Shipments to Burma. Part 2, No. 59-15. 6 pp. February 1959. 10 cents. (Superseded No. 56-38.)
Transportation in Burma. Part 4, No. 56-3. 4 pp. February 1956. 20 cents.
Travelers' Baggage Regulations of Burma. Part 2, No. 56-26. 2 pp. March 1956. 10 cents.

Cambodia

Basic Data on the Economy of Cambodia. Part 1, No. 61-65. 16 pp. September 1961. 15 cents. (Superseded No. 58-4.)
Licensing and Exchange Controls, Cambodia. Part 2, No. 61-53. 6 pp. August 1961. 10 cents.

Laos

Basic Data on the Economy of Laos. Part 1, No. 58-69. 13 pp. September 1958. 10 cents. (Superseded No. 55-75.)

Malaya, Federation of

Basic Data on the Economy of Federation of Malaya. Part 1, No. 61-69. 17 pp. October 1961. 15 cents. (Superseded No. 58-58.)
Economic Developments in the Federation of Malaya, 1960. Part 1, No. 61-9. 4 pp. March 1961. 10 cents.
Economic Developments in the Far East and Oceania, 1959. Part 1, No. 60-7. 22 pp. March 1960. 10 cents.
Establishing a Business in Malaya. Part 1, No. 60-36. 9 pp. August 1960. 10 cents. (Superseded No. 56-31.)
Highways of the Federation of Malaya and Singapore. Part 4, No. 56-9. 4 pp. July 1956. 20 cents.
Import Tariff System of Malaya. Part 2, No. 60-42. 2 pp. September 1960. 10 cents. (Superseded No. 56-52.)
Land Transportation in Malaya. Part 4, No. 55-1. 7 pp. February 1955. 20 cents.
Licensing and Exchange Controls, the Federation of Malaya. Part 2, No. 59-19. 4 pp. February 1959. 10 cents.
Living Conditions in the Federation of Malaya. Part 2, No. 61-79. 7 pp. November 1961. 10 cents.
Market for U.S. Products in the Federation of Malaya. Part 1, No. 61-6. 57 pp. January 1961. 10 cents.
Preparing Shipments to Federation of Malaya. Part 2, No. 60-68. 7 pp. January 1961. 10 cents. (Superseded No. 56-71.) *See also* Singapore.

Singapore

Basic Data on the Economy of Singapore. Part 1, No. 58-75. 16 pp. November 1958. 10 cents.
Economic Developments in the Far East and Oceania, 1959. Part 1, No. 60-7. 22 pp. March 1960. 10 cents.
Highways of the Federation of Malaya and Singapore. Part 4, No. 56-9. 4 pp. July 1956. 20 cents.
Licensing and Exchange Controls, Singapore. Part 2, No. 59-30. 4 pp. April 1959. 10 cents.
Living Conditions in Singapore. Part 2, No. 57-127. 9 pp. December 1957. 10 cents.
Preparing Shipments to Singapore. Part 2, No. 61-59. 7 pp. September 1961. 10 cents. *See also* Malaya, Federation of

Thailand

Basic Data on the Economy of Thailand. Part 1, No. 60-45. 16 pp. September 1960. 10 cents. (Superseded No. 56-82.)
Economic Developments in the Far East and Oceania, 1959. Part 1, No. 60-7. 22 pp. March 1960. 10 cents.
Economic Developments in Thailand, 1956. Part 1, No. 57-22. 8 pp. March 1957. 10 cents.
Establishing a Business in Thailand. Part 1, No. 56-6. 7 pp. January 1956. 10 cents.
Highways of Thailand. Part 4, No. 56-2. 4 pp. February 1956. 20 cents.
Import Tariff System of Thailand. Part 2, No. 61-1. 2 pp. January 1961. 10 cents. (Superseded No. 57-50.)
Industrial Promotion Act of Thailand. Part 1, No. 61-57. 7 pp. August 1961. 15 cents. (Superseded No. 55-4.)
Investment Factors in Thailand. Part 1, No. 61-61. 8 pp. August 1961. 15 cents. Superseded No. 59-69.)
Licensing and Exchange Controls, Thailand. Part 2, No. 60-10. 4 pp. April 1960. 10 cents. (Superseded No. 55-114.)
Living Conditions in Thailand. Part 2, No. 61-76. 8 pp. November 1961. 10 cents.
Preparing Shipments to Thailand. Part 2, No. 59-84. 7 pp. December 1959. 10 cents.
Summary of Investment Factors in Thailand. Part 1, No. 59-69. 6 pp. August 1959. 10 cents.
Travelers' Baggage Regulations of Thailand. Part 2. No. 55-83. 2 pp. June 1955. 10 cents.

Viet-Nam

Basic Data on the Economy of the Republic of Viet-Nam. Part 1, No. 59-52. 16 pp. May 1959. 10 cents. (Superseded No. 56-4.)
Civil Aviation in the Republic of Viet-Nam. Part 4, No. 57-16. 7 pp. December 1957. 20 cents.
Economic Developments in the Far East and Oceania, 1959. Part 1, No. 60-7. 22 pp. March 1960. 10 cents.
Economic Developments in Viet-Nam, 1956. Part 1, No. 57-29. 5 pp. March 1957. 10 cents.
Establishing a Business in Viet-Nam. Part 1, No. 58-65. 12 pp. August 1958. 10 cents.
Import Tariff System of Viet-Nam. Part 2, No. 60-69. 2 pp. December 1960. 10 cents. (Superseded No. 57-82.)
Licensing and Exchange Controls, Viet-Nam. Part 2, No. 61-69. 7 pp. September 1961. 10 cents. (Superseded No. 57-77.)
Preparing Shipments to Viet-Nam. Part 2, No. 59-63. 6 pp. August 1959. 10 cents.

Exhibition of American Toys and Games, U.S. Trade Center, London, January 22-February 7, 1962.

TRADE CENTER LOCATION IN DOWNTOWN BANGKOK

Small Consumer Products Wanted by Canadian Firm

Canada's largest producer of timepieces seeks a licensing or contract arrangement to manufacture small consumer products to be operated mechanically or by batteries. This would include stamping, turning, and assembly work.

Company is well established, has good connections, and sells 20% of its output in foreign markets. It produces spring-driven clocks and watches of all descriptions and has also done considerable ordnance work for the Canadian Government.

Firm believes that its licensed production of new products could be exported to other countries advantageously.

Illustrative material is available on a loan basis, together with the name and address of the inquirer, from the Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Electric, Electronic Relay Production Asked in Italy

An Italian producer of electric control panels wishes a licensing agreement to produce electric and electronic relays, as well as an exclusive sales franchise for Italy.

The firm is reported to have a good reputation with an annual business of 350 million lira ($750,000).

Market potentials are believed favorable in view of the steady growth of the Italian economy, particularly the industrial and economic development of the City of Bologna and the Emilia-Romagna Region, and increasing interest in automation.

Write to Orlandi & C. Soc. Acc. Semplice dell' Ing. Giancarlo Mantegazzini, Bologna, Italy.

TV-Receiver Assembly Plant Sought in Near East

The rapid expansion of television broadcasting in the Middle East is creating a growing market for television receiving sets.

One Middle East country apparently offers an excellent opportunity to establish a plant for assembly of TV sets. Sales are reported at around 1,000 sets a month. Well-known U.S. brands are especially popular.

Write to the Office of International Investment, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for further details. Make inquiries before March 31.

New Plastics Factory Suggested in Gabon

A former Guinean manufacturer wishes a joint venture to establish a plastics manufacturing enterprise in Libreville. Raw polyethylene and financial participation are particularly desired, as well as technical know-how and advice.

A small company, initially employing 30 persons and producing plastic kitchen utensils, roof tiles, and other household plastic products is proposed. Owner can provide property for necessary plant, obtain the necessary labor, and provide a large share of the capital required.

There are now no producers of plastics in Gabon and the surrounding area. Local requirements are being met by imports from France and it is thought that a large potential market exists in this field.

Write to Mr. C. Sofianos, manager, Ets. Theo. Foufounis, S.A., Miprix Gabon, B.P. 630, Libreville, Gabon.

British Firm Asks Exchange Of Construction Equipment

An English manufacturer of material-handling and construction equipment seeks a joint venture for reciprocal manufacturing and distribution.

Company is well-known producer of portable and mobile conveyors, as well as mobile equipment for ship and barge loading and bulk stockpiling. Would consider royalties, profit-sharing or capital cooperation as terms of payment.

Firm is particularly interested in an American producer who would manufacture and market its products in the United States. In turn, the British firm would produce and sell the U.S. firm's products in the United Kingdom and Commonwealth markets. The English firm also owns and operates a factory in Australia and has a sales organization there.

Write to C. H. Johnson (Machinery) Ltd., Adswood, Stockport, Cheshire, England.

Australian Firm Seeks Gang-Saw License

A manufacturer of vertical log saws in New South Wales seeks a licensing arrangement to produce a full range of log and board gang saws.

The firm's sales territory is throughout Australia and New Zealand. It has a ferrous and non-ferrous foundry and machine and fabrication shop in northeastern New South Wales and is building a new factory to accommodate an increased range of saws.

Producer believes there is a considerable opportunity in this field as there now is no producer of gang saws in Australia. Annual sales are reported at £A 35,000 ($78,000).

Write to E. E. Smith Pty., Ltd., P.O. Box 15, Coffs Harbour, New South Wales.

Senegal . . .

(Continued from page 428)

ture of paints would continue to be imported.

Disinfectants, Insecticides. — These products are now being manufactured from imported commodities. It is anticipated that production should increase materially.

Perfumes.—A portion of the products imported could be prepared and packaged in Senegal. Harvesting of plants for perfumes would also be favored. The volume of business in 1964 should be $400,000 more than in 1959.

Pharmaceutical Products.—At present, there are no pharmaceutical products manufactured in Senegal. The 950-ton import total in 1960 had a c.i.f. value of over $3 million. Manufacturers are to represent a fourth of the market in 1964.

Miscellaneous Products.—Several imported products may possibly be produced in Senegal. Among these are silicates, solvents, essences used in manufacturing perfumes, possibly pigments, candles, and bone and fish glues. A substitute for imported tall oil is also a possibility.

Lastly, the small electrochemical industry could be expanded to produce chlorine, soda, and Javelle water. Production in 1965 could amount to 3,000 tons of soda and 1,500 tons of chlorine.

Venture in Steel Products Wanted by British Company

An established British producer of structural-steel products seeks a licensing arrangement or joint venture with a U.S. manufacturer who wishes to expand in Great Britain and Europe.

Company produces furnace equipment, feeders, mild-steel fabricated machines and parts, vessels for chemical plants, mixers, and filters. Also has experience in stainless steel and aluminum.

Firm is prepared to provide for royalty and profit sharing payments. Write to Rees & Kirby, Ltd., Morriston, Swansea, Glamorgan, Great Britain.

Business Conditions in New Zealand Good; Outlook for '62 Uncertain

WELLINGTON.—Economic and business conditions in New Zealand in the fourth quarter of 1961 generally were not substantially different from the third quarter and remained good.

Although foreign exchange reserves were still at a low level, internally conditions remained bouyant. The Christmas turnover in retail stores set a new record, with all sectors of business and industry operating at high levels. There is some feeling in the business community, however, that tight import controls threaten to cause shortages in raw materials and finished goods.

Over-full employment in the labor force continued and the problem of finding adequate staff remains as a major problem of business.

On the agricultural front, the dryest season for a quarter of a century resulted in lowered dairy and meat production.

Outlook for 1962 Uncertain

Prospects for 1962, according to the Prime Minister, are not altogether promising for he feels that probably the most crucial test in the early part of the year will be the test of the effectiveness of Government measures already initiated to cut down oversea spending and to combat the threat of internal inflation. These measures, which included tightening of import controls, bank credit, and hire purchase requirements, and raising of internal and external loans, reflected the Government's policy of a gradual approach to economic problems rather than abrupt action which might cause dislocations in the economy.

The Government will doubtless try to adhere to its "steady does it" policy during the quarter, but if the situation does not improve, there doubtless will be strong pressures on the Government for more drastic action.

The overall balance-of-payments situation should improve in the first quarter of 1962. The normal flow of New Zealand's trade has traditionally resulted in a buildup of foreign exchange reserves during the first 6 months of the calendar year and a decline for the last 6 months. This pattern did not occur in 1961, during which reserves declined for the entire year, but in early 1962 the effect of stringent import controls should be reflected in a drop in payments for imports. If export receipts remain steady, New Zealand's oversea assets should turn upward the early part of the year.

Balance of Payments Worsens

The fourth quarter of 1961 witnessed a further deterioration of New Zealand's balance-of-payments position, continuing the trend of the past 18 months.

Net oversea assets of the New Zealand banking system fell to £47 million in early December, the lowest point in more than 3 years (1 NZ£=US$2.80). Of this figure £19.4 million represented proceeds from the loan raised in London last May and £6.8 million were proceeds of the October 1961 New York loan. If New Zealand had not borrowed oversea funds, its foreign exchange reserves would have been down to less than the equivalent of a month's imports. As is, they are the equivalent of only 2 months' imports. In December 1960, reserves totaled £72 million and 2 years ago, £99.7 million.

Government Reports on Economy

In October, the Monetary and Economic Council, a 3-man quasi-Government body established earlier in the year, issued its first report on the economic situation, painting a grim picture of New Zealand's economy and citing its main problem as trying to sustain a level of spending which is too high in relation to the volume of goods and services it can produce or afford to import.

The report, calling for immediate Government action to halt the dwindling of oversea exchange reserves and check the threat of internal inflation, recommended decreased Government spending, reduction of trading bank advances, strict administration of import controls, oversea loans to tide New Zealand over the present balance of payments crisis, and internal loans to draw off purchasing power. It also recommended increased taxation if measures to reduce spending could not be taken to meet the required objectives.

In its analysis of New Zealand's problems, the Council echoed substantially what the Government itself had been saying since soon after coming to office in December 1960. The report suggested, however, that measures undertaken to deal with the problem have not been forceful enough to have sufficient impact on these problems.

In commenting on the report, the Prime Minister stated that there was no basic disagreement between the Council and the Government on the facts of the current economic situation. He rejected what he termed "shock measures" (high taxes), however, in favor of a more gradual long-term approach. The Prime Minister pointed out that before the Council's report was published, the Government had already taken steps to tighten import controls and bank credit and to borrow both internally and overseas. Since the report, additional loans have been raised internally and abroad.

In the second report issued in late November, the Prime Minister introduced a white paper in the House of Representatives dealing with the historic background of the European Economic Community; the Rome Treaty and general objectives of the Common Market; and implications for New Zealand of current negotiations between the United Kingdom and the EEC.

The report, reiterating New Zealand's position that it has no objection in principle to the EEC nor to Britain's desire to become a member, expressed apprehension, however, over proposals for the common agricultural policy. New Zealand's historic role as a supplier of primary produce to the United Kingdom market and the vital dependence of New Zealand on the United Kingdom as an export outlet were emphasized.

The Customs Acts Amendment Act of 1961 was passed by the New Zealand House of Representatives shortly before the close of the Parliamentary session in November. The act contains a completely new *Customs Tariff of New Zealand*, to become effective July 1, 1962. The new tariff will employ the Standard International Trade Classification nomenclature and numbering system which will provide for a more specific pinpointing of items as it increases the number of entries from the present 1,000 to over 4,000. The main purpose is to simplify the mechanics of working with the tariff. Customs officials have stated that about the same amount of revenue is expected to be derived from the new tariff as from the old.

Government Spurs Exports

The Minister of Overseas Trade announced in November the Government's intention to appoint a Trade Promotion Council early in the new year. The Council, to consist of about 12 members, will be expected to advise the Government on measures to develop further New Zealand's exports. Among questions to be reviewed by the Council are market development, promotion, export incentives, and broadening the base of New Zealand exports.

Another step taken to encourage export expansion was the announcement that the Government will open its first permanent trade office in Africa early in 1962. The office will be in Accra and the Trade Commissioner will be given responsibility for the entire West African area.—U.S. Embassy.

Morocco Publishes Industrial Goals

RABAT.—The Moroccan Government has published a report which sets forth for the first time details of the industrial goals of their 5-year development plan (1960-64).

The report lists by industry the new capacities to be realized by 1965 along with the investment capital and additional labor force needed for such expansion.

The 5-year plan, according to Moroccan officials, is based on two essential ideas, economic independence from France and economic growth for the country as a whole. Industries given first priority are textiles, sugar, phosphates, ore processing, and assembly industries which will make use of Moroccan raw materials.—U.S. Embassy.

The report in French is available on loan from the Africa Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Yugoslavia Plans To Boost Tourism

Yugoslavia plans to encourage and stimulate the tourist industry in 1962.

Highlights are: More liberal conditions for issuance of visas; new tourist exchange rate (750 dinars=US$1); construction of 36 new hotels, restaurants, and other tourist buildings; and completion of new airports at Belgrade and Dubrovnik.

Citizens of the United States, Canada, or countries of Latin America, Africa, Asia, and certain European countries henceforth may obtain tourist visas at the Yugoslav border. This year special tourist visas may be issued, valid for 6 entries into Yugoslavia and stays of up to 1 month in the country. The validity of transit visas has also been extended from 3 to 7 days and cruise passengers on ships or airplanes may disembark in Yugoslavia without visas and stay for up to 72 hours.

The new airport at Surcin near Belgrade, which will accommodate the largest of the planes now flying, will open on April 1 and the target date for the opening of the Dubrovnik airport is June 1.

About 1.1 million foreigners visited Yugoslavia in 1961, spending $18 million, a substantial increase over 1960 levels (850 thousand visitors, $15 million).

Moroccan Economy Remains Static; Prices, Cost of Living Increase

RABAT.—Morocco's general economic activity remained relatively static in the last quarter of 1961 and foreign trade levels, as in the preceding quarter, showed a rise in the value of imports which resulted in a further reduction in Moroccan foreign exchange holdings.

Labor strife, particularly in November and December, disrupted existing activity and discouraged tourists. Prices have been steadily increasing, and the official cost-of-living index (October 1958-September 1959=100) rose to 108.5 in October and 109.1 in November and December.

Inflationary Pressures Noted

Because of existing legislation, this increase necessitated a 5.7% wage increase, effective January 1, 1962 (FCW, Feb. 19, 1962, p. 285). As further rises in the cost-of-living index can be expected at least through February or March 1962, increased wages will add to manufacturing costs as well as to the cost of living. Higher customs duties and restrictions on imports likewise have the effect of boosting prices.

The increase in certain tax rates will have some effect on general costs, so it appears that the groundwork is being laid for a further upward movement in prices and wages which, unless carefully managed, could get out of hand and become inflationary. Curtailment of purchasing power, as a result of the impact of the drought in 1961, served to brake a runaway inflationary tendency in the year just ended.

Foreign Trade Deficit Persists

Moroccan imports in the first 10 months of 1961 totaled 1,852 million dirhams (1,679 million in 1960) and exports, 1,408 million (1,442 million in 1960) (5.06 dirhams=US$1). Thus, the trade deficit rose from 237 million dirhams in 1960 to 444 million dirhams this year.

Imports from the United States in the first 10 months rose slightly in comparison with those of 1960, thus maintaining the same relative value position in the market. Including surplus wheat, imports from the United States amounted to 183 million dirhams (145 million in 1960). The Moroccan Government regards its trade relations in bilateral terms, however, and has taken measures to curtail imports from the United States of many products in the luxury class or textiles and used clothing (FCW, Feb. 5, 1962, p. 218) both by holding up import licenses and by raising tariff duties. Revision of the tariffs last September (FCW, November 6, 1961, p. 30) had not satisfied various domestic textile manufacturers who insist that further protective duties are essential.

The value of Morocco's major product, phosphates, expanded over that of last year (8%) as did manganese (20%). Lead and zinc were below 1960 (5.4% and 19% respectively), reflecting the depressed world market. Developments in the petroleum field during this quarter included the virtual completion of the Italian Moroccan refinery at Mohammedia. Drilling by the Société Chérifinne des Pétroles at Essaouira (ex-Mogador) has produced oil; and in the Draa Valley a Belgian firm, PETROFINA, is prospecting.

Financial Position Sound

Morocco's financial position remained sound, with adequate holdings for foreign exchange for immediate needs. The drawing on these holdings, however, continued the trend established in the previous period. In August, foreign exchange holdings amounted to 1,139 million dirhams but fell to 1,086 million in September and 1,017 million in October. Holdings for the same months a year ago were 1,292, 1,280, and 1,295 million dirhams, respectively. In this 3-month 1961 period, there was a reduction of 122 million dirhams.

Most heavily affected were Morocco's holdings of French francs. The heavy trade deficit with France as well as cutbacks in French military expenditures in Morocco contributed to this reduction of French franc holdings. Resumption of citrus exports in November and December is expected to help cut down the heavy import surplus. On the other hand, increased freight rates and a lag in tourist expenditures will have an adverse effect on the Moroccan balance-of-payments position.

Reforms now being planned will bring about a consolidation of banks, Moroccanization of banking capital and personnel, and a greater accommodation on the part of the banks to the needs of the domestic economy. Legislation has already been enacted which will consolidate agricultural credit organizations (FCW, Feb. 26, 1961, p. 360). The Government has increased the equipment or development budget from 451.1 million dirhams in 1961 to 505.6 million for this year.

(See Moroccan, page 438)

Australia Takes Steps To Invigorate Economy

Temporary restrictions on imports, to be imposed if an Australian industry is suffering damage from such imports, and also a new 20% investment allowance for plant and equipment used in manufacturing are among the specific steps revealed by the Australian Minister for Trade, following an announcement by the Prime Minister on February 7 of new economic measures to stimulate the economy and reduce unemployment.

The measures also include cuts in income tax and sales tax on automobiles as well as increased allocations to the States for public works and housing.

The Trade Minister said that import controls would not be reintroduced generally, but, as recent experience had suggested that in some industries a flood of imports had done real damage, temporary measures were justified. He said that an independent arbiter would be appointed, on whose advice temporary quantitative restrictions on a particular commodity would be imposed; and that legislative steps would be taken to make it clear that the Tariff Board might, in the special circumstances of any particular case before it, recommend a quantitative restriction where such a recommendation would not conflict with Australia's obligations under the General Agreement on Tariffs and Trade.

Introduction of a 20% investment allowance for new plant and equipment used in manufacturing industry reflects encouragement by the Federal Government for installation of the most up-to-date equipment in Australian industry. The minister noted that by world standards the Australian home market is small and nothing is more essential to keeping production costs low than providing domestic factories with the most modern equipment. The new investment allowances will also apply to equipment of industries processing primary products such as slaughter houses, creameries, fruit and fish canneries, and flour mills. The Government, while extending additional aid to Australian industry, stressed that industry itself should explore every opportunity to reduce costs.

IADB Grants Technical Aid to Brazilian State

Approval of the equivalent of $340,000 in technical assistance to an institution in the State of Bahia, Brazil, to prepare plans for industrial and social development projects, has been announced by the Inter-American Development Bank.

The assistance, from the Bank's Fund for Special Operations, includes the equivalent of $265,000 in reimbursable aid and $75,000 in grant aid. It is being extended to the Comissão de Planejamento Econômico (CPE) of Bahia, the major planning body of the State. The funds will help the agency to enlarge its staff and to hire outside consultants.

One of the most important activities of the institution in recent years has been preparation of Bahia's Plan for Economic Development (PLANDEB), which programs the State's own resources and formulates development projects for the private sector.

Within this plan, the agency has developed a Program for New Industries

(See IADB, page 438)

Sales in West Berlin Rise More Than 10%

Sales of West Berlin's booming industry rose to 10.6 billion marks (US$2.6 billion)—exclusive of consumer sales taxes—in 1961, an increase of 10.3% from 1960 turnover values. Consumer goods industries led the rise, with an 11% increase over 1960.

Foreign sales of slightly over 1 billion marks increased 14% over 1960 levels; sales within the city and to the Federal Republic of Germany were up by 10.9%. In December, 301,785 persons were employed in West Berlin's industries, down by 3.6% from the year before. Of these, 97,534 were employed in consumer industries and 204,251 in producer goods industries.

Sales in December were down from the preceding month as a result of seasonal factors; at 847 million marks they were 9% below the November level. At the same time they were about 5% lower than in December 1960, when sales reached 899 million marks. The decline affected the producer goods industries alone; their turnover was down to 431 million marks from 485 million in December 1960. Sales of the consumer goods industry, at 416 million marks, were up by 2 million from December the year before.

Lebanon Has Trade Balance Deficit With Soviet Bloc

BEIRUT.—Lebanon's attempt to prevent an imbalance of trade with the Soviet bloc through bilateral treaties has not succeeded, despite the reportedly increased Lebanese fruit shipments and the limitations imposed on the number of Soviet-bloc products commercially acceptable in Lebanon.

Commercial exchanges between Lebanon and the Soviet bloc resulted in an unfavorable balance of trade of 12,037,000 Lebanese pounds ($4.1 million) in 1961.

The detailed breakdown is a L£4,646,000 ($1,540,000) imbalance in favor of the U.S.S.R.; L£2,795,000 ($925,000) in favor of Czechoslovakia; L£1,232,000 ($410,000) in favor of Rumania; L£1,281,000 ($428,000) in favor of East Germany; and L£2,083,000 ($695,000) in favor of Poland.—U.S. Embassy.

Latin American Draft Debt to U.S. Increases

The outstanding draft indebtedness of Latin American importers to U.S. exporters increased in January for the third consecutive month, the Federal Reserve Bank of New York has announced. Debts of these importers increased in 12 of the 23 countries covered by the Bank's monthly survey of the Latin American export credit experience of 11 large commercial banks.

U.S. exporters drew $45.8 million of new drafts on Latin American importers in January; $44.8 million in drafts were paid by these importers. Accordingly, total drafts outstanding increased by $1.1 million to $232.0 million at the month's end, the highest since July 1953.

Importers in Venezuela reduced their total outstanding indebtedness to U.S. exporters by $3.3 million to $54.4 million, their lowest since March 1961. Much of the decrease resulted from an increase of $3.6 million in drafts paid, which brought their total of drafts paid in January to $11.5 million, the highest since May 1961. In addition, new drafts drawn decreased by $1.1 million to $8.2 million.

Importers in Brazil increased their total outstanding indebtedness by $1.2 million to $21.9 million. While reducing their drafts paid by $2.2 million to $4.9 million, they increased the amount of new drafts drawn by $2.6 million to $6.1 million.

For Chilean importers, a new high of $10.3 million was reached in their total outstanding indebtedness. Contributing to the month's increase of $2.3 million was the $1.1 million rise in new drafts drawn to $3.7 million.

The only other significant change was an increase in drafts paid by Mexican importers. They paid $3.9 million, or $1.0 million more than in the previous month.

Outstanding letters of credit confirmed by reporting banks in favor of U.S. exporters totaled $140.8 million at the end of January, a drop of $6.2 million. This was the lowest amount of outstanding letters of credit since May 1955. Decreases of $3.1 million, $3.0 million, and $1.7 million were reported for Columbia, Brazil, and Chile, respectively; a rise of $3.3 million was reported for Panama.

Ceylon Bans Import Of 22 Commodities

COLOMBO.—Imports of 22 commodities were prohibited by Ceylon, effective February 6, 1962.

This ban reportedly is for the purpose of protecting local industries. If local producers are unable to meet the demand, dealers will be permitted to import a small quota, provided they purchase a certain amount of the commodity from domestic production.

Among the commodities now banned, but previously imported from the United States, preserved fruits, sauces, and Christmas and greeting cards accounted for the most trade. Other banned items are:

Account books and registers, exercise books, albums, erasers, drinking straws, ice cream cones, handkerchiefs, nails imported with tea chest fittings, writing and printing paper, toys, envelopes (except air covers), candles, towels and toweling of cotton or rayon, foam rubber mattresses and cushions, French polish, wire nails (except special types), hairpins and hair grips, shoe laces, and barbed wire.

—U.S. Embassy.

Trinidad Spurs Grease, Oil, Tinplate Container Production

Trinidad has ordered the manufacture of tinplate containers to be a pioneer industry and has passed an ordinance to provide for establishment and development of a lubricating oils and grease industry.

Under the Aid To Pioneer Industries Ordinance, any firm granted status as a pioneer manufacturer of tinplate containers would be allowed customs duty and income tax relief for 5 years.

The recently enacted Lubricating Oils and Greases Industry (Development) Ordinance, 1961, is a piece of legislation separate from the Aid To Pioneeer Industries Ordinance, but its objective is the same—encouraging industrial development. This petroleum products ordinance outlines in detail the kind and capacity of production that would be required for a lubricating oils and greases plant, if an application for special status is to be considered.

An application for this special status by Texaco Trinidad Inc. has been approved, entitling this company to an exemption from payment of export duty on lubricating oils and greases it manufactures, relief from income tax for the extended period of 10 years, freedom from the payment of customs duty on articles imported into Trinidad, and refund of customs duty imposed on articles purchased in Trinidad.—Trinidad Royal Gazette.

U.S. Exporters Can Benefit From New Global Import Quotas Set by Austria

VIENNA.—New Austrian global quotas have opened, for the first time in years, the possibility of shipping to Austria a broad variety of U.S. products previously blocked by Austrian import restrictions.

The quotas are valid for the period January 1, 1962, to June 30, 1962, and are applicable to imports from all member countries of the Organization for Economic Cooperation and Development (OECD). As the United States is a member of the OECD, U.S. exporters can benefit from this new facility.

The new global quotas are an amalgamation of previously existing bilateral quotas established under various bilateral trade agreements which Austria has with Western countries. Also included are quotas provided by Austria for fellow-members of the European Free Trade Association (EFTA). In addition, quotas have been established for commodities which until now have been completely barred from import.

Although in most instances the new quotas are exceedingly modest, the Austrian Trade Ministry has indicated that quotas for the second half of this year will be 20% higher, and that further increases will be made in succeeding years to the point where eventually all quantitative restrictions will have been eliminated.

Among commodities affected by the new measure which may prove of particular interest to U.S. exporters are radio and television sets, record players and tape recorders, tractors, tires (nonliberalized sizes), insecticides, men's, women's and children's clothing, picture post cards and chemicals (nonliberalized).

In the list that follows, these and other items of possible interest to U.S. exporters are indicated together with their tariff classification numbers and the values—in millions of Austrian schillings—or quantities assigned them for import into Austria. The official rate of exchange is 26 Austrian schillings to the dollar.

29.44 A. Penicillin, tyrothrocin: 50,000 mega-units.

ex 30.03 B. Other medicaments (including veterinary medicaments), as far as not liberalized: 65.0.

ex 32.09 B. Varnishes and lacquers; distempers; prepared water pigments of the kind used for finishing leather; other paints and enamels; pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media; dyes in forms or packings of a kind sold by retail; as far as not liberalized: 15.5.

ex 33.06 Perfumery, cosmetics and toilet preparations, as far as not liberalized: 8.25.

38.08 A. Rosin: 9.0.

ex 38.11 Disinfectants, insecticides, fungicides, weedkillers, antisprouting products, rat poisons, and similar products, put up in forms or packings for sale by retail or as preparations or as articles (for example, sulfur-treated bands, wicks and candles, flypapers), as far as not liberalized: 15.0.

ex 38.19 N. Other chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries, not elsewhere specified or included; as far as not liberalized: 25.0.

ex 40.11 A2. Other rubber tires as far as not liberalized: 40.0.

ex Chap. 40. Remaining commodities falling within this Chapter (rubber and products) as far as they have not been liberalized: 12.75.

ex Chap. 48. Remaining commodities falling within this Chapter (paper and paperboard) as far as they have not been liberalized: 17.5.

49.09 Picture postcards, Christmas and other picture greeting cards, printed by any process, with or without trimmings: 2.5.

ex 49.11 Picture postcards, greeting cards in whole sheets, printed by any process, whether or not cut to size: 2.5.

ex 54.03. Flax yarn, not put up for retail sale: 6.0.

ex 56.05 B. Special yarns of staple fiber, not put up for retail sale: 12.5.

ex 56.07 B2. Fabrics of artificial textile fibers as far as not liberalized: 11.5.

ex 60.03 Stockings, under stockings, socks, ankle socks, sockettes and the like, knitted or crocheted, not elastic nor rubberized, as far as not liberalized: 7.5.

61.01. Men's and boys' outer garments: 9.6.

61.02. Women's, girls' and infants' outer garments: 10.0.

ex 61.03. Shirts of cotton, and parts thereof: 7.5.

61.04. Women's, girls' and infants' under garments: 7.5.

ex 68.04. Millstones, grindstones, grinding wheels and the like (including grinding, sharpening, polishing, truing and cutting wheels, heads, discs, and points), of natural stone (agglomerated or not), of agglomerated natural or artificial abrasives, or of pottery, with or without cores, shanks, sockets, axles, and the like of other materials, but not mounted on frameworks; segments and other finished parts of such stones and wheels, of natural stone (agglomerated or not), of agglomerated natural or artificial abrasives, or of pottery; as for as not liberalized: 6.0.

(See Austria, page 436)

Argentina Regulates Finance Companies

BUENOS AIRES.—The Central Bank of Argentina has issued regulations controlling the activities of finance companies and establishing restrictions on installment sales. The regulations implement Decree No. 6671 of August 3, 1961 (FCW, Oct. 30, 1961, p. 29).

In accordance with the earlier decree, the new rules do not apply to banks, insurance companies, savings and capitalization companies, credit cooperatives and savings and loan associations. In addition, firms engaged in real estate financing and associations of retail dealers promoting sales of their products by credit to individuals are not covered but will be subject to separate rules yet to be issued. All others obtaining money from the public for relending are subject to the following restrictions:

- They cannot accept deposits of any kind.
- Funds obtained from the public may not be repaid within a year except for those received from banks and "first line" companies domiciled abroad (individuals abroad do not qualify for this exception).
- In each receiving transaction, the total amount must be at least 50,000 pesos unless credit notes or certificates of indebtedness are issued.
- Contingent liabilities may not exceed paid-in capital and free reserves.
- Liabilities to third parties may not exceed 5 times the amount of its capital and free reserves.

In addition, finance companies are prohibited from giving preferences to "insiders," from investing more than 50% of their capital in real estate, from buying real estate not needed for their own use, from pledging property without the consent of the Central Bank, and from receiving bank loans.

Positive requirements include a cash reserve of 10% of liabilities to third parties to be deposited with a bank in Argentina, registration with the Central Bank, granting access to Central Bank inspectors for the examination of books or records, and regular reports to the Central Bank. In addition, certain requirements relate to advertising by finance companies; they are prohibited from using the words "bank," "deposit," or "savings" in advertising or in their titles.

Installment sales, except those of agricultural machinery, tractors, buses, trucks, and vehicles for public transportation, are controlled by restricting the total financing period to 24 months and requiring minimum downpayments as follows: 20% on items priced up to 50,000 pesos; 25% on items priced up to 100,000 pesos; 30% on items priced up to 300,000 pesos; and 40% on items priced over 300,000 pesos.

In all installment sales documents must show the cash price, the total price as financed, and the interest rate including all commissions.—U.S. Embassy.

Prior Import License List Expanded by Colombia

BOGOTA.—Colombia has transferred various products from the prohibited import and license-free lists to the prior license list.

Among products transferred from the prohibited import lists are certain live animals and small glasswares.

The following items were transferred from the license-free list:

Tanks and containers, collapsible, of unhardened rubber for transport of liquids; paperboard in rolls or sheet, processed, of artificial sheepskin; worked glass wool and articles of glass wool; sheets and plates of iron and steel, flat, unworked, simply forged or hot rolled of any thickness and a width of .60 meter (24 inches) or more; iron and steel sheets and plates, flat, surface worked, coated with zinc or lead; unwrought zinc turnings, filings, and scrap; unwrought zinc goods.

The changes were effected by Decree 3323 of December 29, 1961, promulgated in the Diario Oficial of January 23, 1962. —U.S. Embassy.

U.K. Frees Pharmaceutical Items From Import Control

LONDON.—The importation of pharmaceuticals from the dollar area no longer are subject to import restrictions by the United Kingdom, according to a Board of Trade announcement.

In recent years imports of pharmaceuticals from the dollar area were liberally licensed by the United Kingdom. The complete removal of restrictions on pharmaceuticals thus will have little impact on trade but will give formal sanction to the existing liberal treatment accorded these products.

The action became effective February 15, 1962.—U.S. Embassy.

Syria Establishes Authority For Industrial Expansion

DAMASCUS.—The Syrian Arab Republic has established a General Authority on Industrial Projects to initiate industrial projects and supervise such projects already undertaken in the country.

The Authority, although connected with the Ministry of Industry, will enjoy financial and administrative independence. It is run by a Board of Directors that will replace the former Executive Authority of the 5-Year Plan.—U.S. Embassy.

Yugoslavia Signs Trade Protocols

BELGRADE. — Yugoslavia recently signed trade protocols with Hungary, India, and Austria and an economic cooperation agreement with Tunisia.

The agreement with Hungary calls for total trade of $45 million in 1962. Hungary will export to Yugoslavia industrial equipment and machinery, railway parts, precision machinery, chemicals and pharmaceutical products and raw materials, oil derivatives, and consumer goods. Yugoslavia will export to Hungary railway cars, machinery, cut wood and wood products, metallurgical raw materials and minerals, nonferrous products and electrical goods, farm products, and consumer goods.

The trade protocol for 1962 with India provides for a substantial increase in trade between the two countries, which reached $2.7 million in the first 11 months of 1961.

The Mixed Yugoslav-Austrian Trade Commission announced the signing of a protocol, a goods exchange list for February 1, 1962, to January 31, 1963, and documents specifying measures to be taken for promotion of trade between the two countries. Considerable expansion of the structure of Yugoslav industrial exports to Austria is foreseen.

The Yugoslav-Tunisian economic cooperation agreement provides for a $5 million Yugoslav credit to Tunisia to be used for purchase of Yugoslav capital equipment.—U.S. Embassy.

Some Surcharge Exemptions Reestablished by Argentina

BUENOS AIRES.—The Argentine Government by Decree No. 778 of January 24, 1962, suspended a 1959 decree which granted surcharge exemption on imports of production lines of machinery. By this action, the Government failed to make exception for the special treatment intended for the underdeveloped areas of Patagonia and Northwest Argentina (See FCW, Sept. 18, 1961, p. 20, and Nov. 20, 1961, p. 27).

To correct this oversight, the Government by Decree No. 1457 of February 14, 1962, reestablished the privilege of surcharge-free importation of lines of production machinery for those companies whose investments are approved for the benefits extended under Decrees No. 6130 and No. 9477 relating to promotion of industrial development in Patagonia and Northwest Argentina.—U.S. Embassy.

U.S. variety meat exports increased 2% in 1961 and reached a record high of 124 million pounds, the Foreign Agricultural Service reports.

EEC Anticartel Regulation Enters Into Force

The new EEC anticartel regulation was published in the Official Journal of the European Communities on February 21 and will enter into force 20 days later, on March 13, 1962.

The regulation covers registration of cartels, publication of information, and the authority for the Community to enforce its directives through fines and other penalties (FCW, Feb. 19, 1962, p. 317).

Austria Tightens Labeling Rules on Sparkling Wine

VIENNA.—Bottled sparkling wine sold to the consumer must be marked with one of the two words "Schaumwein" or "Sekt" and an adjective indicating the country where the bottling was done, according to a recent ordinance of Austria's Federal Ministry of Agriculture.

The marking must be done in black capital letters on the white upper rim of the bottle's label. Sparkling wine not produced in Austria and not marked in accordance with this ordinance must be labeled properly before it is sold to the consumer.

This ordinance, which was published in the Bundesgesetzblatt 90-321 of December 29, 1961, went into effect on January 1, 1962.—U.S. Embassy.

These changes should be noted in the Commerce Department publication, Marking and Labeling Requirements of Austria, World Trade Information Service report, part 2, No. 61-92, December 1961.

Turnover Tax on Refrigerators Decreased by Netherlands

THE HAGUE.—The Netherlands Government has reduced by 13 percentage points (18 to 5) the turnover tax applicable to refrigerators imported from the United States and other countries.

Although the tariff will remain at 12% for countries outside the Common Market and 7.2% for Common Market countries, the effect of the action will be to reduce substantially the cost of refrigerators to the consumer.

The turnover tax applies to all imports of refrigerators as well as to those produced in the Netherlands.—U.S. Embassy.

Mexico Augments List of Products Requiring Prior Import Permit

MEXICO has extended import control over beer and cigarettes to entries into the country's free zones and perimeters and has added a variety of new products to the list of items requiring a prior import permit from the Ministry of Industry and Commerce, in some instances stipulating that control over the new items applies also to entries into free zones and perimeters.

Sheets for making phonograph records, vegetable waxes, machinery for extracting fats and oils, clutch disks, valves for combustion motors, carburetors, tobacco, rubber, battery-operated lights, and gasoline pumps are included in the items newly subjected to import control.

Tariff items affected are as follows; an asterisk indicates that import control applies also to entries into the free zones and perimeters:

Effective December 14, 1961

100.03.05. Beer in any container, with alcoholic strength up to 5 centesimal degrees Gay Lussac at 15 degrees centigrade. (Control extended to entries into free zones and perimeters.)

100.03.06. Beer in any container, with alcoholic strength over 5 centesimal degrees Gay Lussac at 15 degrees centigrade. (Control extended to entries into free zones and perimeters.)

610.06.03. Sheets of polyvinyl chloride, not plasticized, up to 2/10 millimeter thick and up to 820 millimeters wide, weighing up to 150 grams per square meter, over 320 and up to 340 meters in length, to be used exclusively in the manufacture of flexible phonograph records.

Effective December 19, 1961

402.01.00. Vegetable waxes of any kind.

Effective December 20, 1961

700.01.25.* Machinery installations for the industry devoted to extraction of fats and oils.

762.00.07. Pieces of iron or steel simply cast or forged, when it is proved they are destined for the manufacture of parts for the propelling mechanism of automobiles. (Import control applies only to pieces for the manufacture of valves for combustion motors, and parts therefor.)

762.00.23. Clutches for propelling mechanism of combustion motors, and separate parts therefor, provided they are identifiable as being exclusively for automobiles. (Import control applies only to clutch disks.)

762.00.30. Valves for combustion motors and separate parts therefor, provided they are exclusively for use in automobiles.

Effective January 9, 1962

120.00.00.* Dark tobacco, filler.

120.00.01.* Light tobacco, filler.

120.00.99* Tobacco unspecified, filler.

120.01.00.* Dark tobacco, wrapper.

120.01.01.* Light tobacco, wrapper.

120.01.99.* Tobacco unspecified, wrapper.

Effective January 31, 1962

220.00.00.* Artificial rubber, with a base of oxidized or vulcanized oils.

220.00.03.* Regenerated rubber in sheets of irregular thickness.

220.00.05.* Foam rubber, raw.

220.00.06.* Raw rubber, smoked, in striated sheets of irregular thickness.

220.00.07.* Raw rubber filamented and conglomerated in more or less spherical shapes commercially called "Boracha."

220.00.08.* Synthetic rubber, except that covered by classification 220.00.00.

220.00.99.* Raw rubber, solid, not specified.

Effective February 3, 1962

201.00.04. Mink hides or skins, untanned.

Effective February 13, 1962

646.08.04. Elastic of artificial fibers and rubber, or with admixture of another fiber, except silk, over 4 centimeters wide, even if fluted or with false metal of all kinds.

862.00.07. Lamps of all kinds, operated by batteries or portable electric generators, weighing up to 250 grams, excluding the weight of batteries and bulbs. (Import control applies to battery-operated lights.)

862.00.08. Same, weighing over 250 grams but not over 5 kilograms. (Import control applies to battery-operated lights.)

Effective February 14, 1962

121.00.00. Cigarettes of dark tobacco. (Control extended to apply to entries into free zone of Baja California.)

121.00.01. Cigarettes of light tobacco. (Control extended to apply to entries into free zone of Baja California.)

121.00.99. Cigarettes of unspecified tobaccos. (Control extended to entries into free zone of Baja California.)

762.00.17. Carburetors for combustion motors, and separate parts therefor, provided they are identifiable as being exclusively for automobiles. (Control applies to carburetors, and parts therefor, for motors adapted to consume combustible gases.)

Effective February 16, 1962

713.00.00. Motor-operated pumps for dispensing liquids, even if they register sales. (Control applies to gasoline pumps.)

—Diario Oficial.

Guatemala Limits Imports Of Kenaf and Roselle Seed

The importation of kenaf and roselle (Rose of Jamaica) seeds into Guatemala by private or official persons is prohibited. This measure, taken to prevent importation of diseased seed, restricts imports to those made by the National Agricultural Institute of the Ministry of Agriculture.

The action is contained in an Executive Order published January 27, 1962, and effective the following day.—Diario Oficial.

Peru Imposes New Tax on All Imports

LIMA.—The Government of Peru has imposed a new tax applicable to products entering the country and an additional excise tax on the consumption of cigarettes.

The new tax on imports establishes an additional surcharge of 0.25% on the c.i.f. value of all imports. However, goods that represent concessions made by Peru under existing bilateral treaties with bordering countries or goods specifically exempted under Decree Law No. 11,232 of December 13, 1949 (war equipment imported by the State and imports made by diplomats, etc.) and No. 11,234 of December 16, 1949 (imports of medicine and medical equipment) are not subject to the new tax.

The new excise tax on cigarettes amounts to ten centavos on each package of domestically produced cigarettes and 50 centavos (about US$0.02) on imported cigarettes.

These taxes were promulgated by Law No. 13,778 of December 20, 1961, published in El Peruano of January 9, 1962. —U.S. Embassy.

Bermuda Requires Application In Writing for Plant Imports

HAMILTON.—The Bermuda Department of Agriculture and Fisheries no longer will grant by telephone import permits for plants and plant materials excepting cut flowers, vegetables for consumption, or true seed. Written applications must be made.

In a move designed to improve safeguards against importation of diseased plants, the Department has tightened its inspection procedures. On approved applications, the Department now will indicate the conditions under which the plants will be allowed entry into Bermuda and it will stipulate the type of treatment, such as fumigation or hot water dipping, which will be required. Upon approving an application, the Department of Agriculture and Fisheries will send to the oversea shipper a permit and the self-addressed gummed labels that must be placed on the shipment. Thus the shipment will be delivered directly to the Department, which will then make its inspection of the shipment for compliance with import regulations before forwarding to the owner.

On shipments by freight, the Department will either make its inspection on the docks or at the Botanical Gardens before delivery to the consignee. Imports of plants as part of personal baggage either by air or by ship will be discouraged.—U.S. Consulate General.

Austria . . .

(Continued from page 433)

68.14. Friction material (segments, discs, washers, strips, sheets, plates, rolls, and the like) of a kind suitable for brakes, for clutches or the like, with a basis of asbestos, other mineral substances or of cellulose, whether or not combined with textile or other materials: 5.0.

ex 69.08. Glazed wall tiles of other ceramic materials than porcelain: 9.0.

ex Chap. 70. Remaining commodities falling within this Chapter (glass and glassware) as far as they have not been liberalized: 10.5.

ex Chap. 71. Remaining commodities falling within this Chapter (pearls, precious metals and stones, imitation jewelry) as far as they have not been liberalized: 5.0.

ex 73.32. Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of iron or steel; rivets and similar articles of the screw and rivet industry, of iron or steel; as far as not liberalized: 20.0.

ex 73.36. Stoves (including stoves with subsidiary boilers for central heating), ranges, cookers, grates, fires and other space heaters, gas-rings, plate warmers with burners, and similar equipment, of a kind used for domestic purposes, not electrically operated, and parts thereof, of iron or steel, as far as not liberalized: 11.25.

ex 73.38. Articles of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, and parts of such articles and ware, of iron or steel, as far as not liberalized: 18.0.

ex 82.05. Interchangeable tools for handtools, for machine tools, or for power-operated handtools (for example, for pressing, stamping, drilling, tapping, threading, boring, broaching, milling, cutting, turning, dressing, morticing or screw driving), including dies for wire drawing, extrusion dies for metal, and rock drilling bits, as far as not liberalized: 12.5.

84.10 A. Delivery pumps fitted with a measuring device: 5.0.

ex 84.61. Taps, cocks, valves, and similar appliances for water conduit, heating, and sanitary installations, of copper alloys: 5.0.

ex 85.01 A. Polyphase induction motors, weighing each less than 100 kg.: 7.5.

ex 85.01 C. Transformers weighing each less than 500 kg.: 5.5.

ex 85.09. Electrical lighting and signaling equipment, defrosters, and demisters, for cycles or motor vehicles, as far as not liberalized: 12.5.

85.15 C. Radio-broadcasting receivers, whether or not combined with a gramophone or with a magnetic tape recorder: 7,500 pieces.

ex 85.15 C. Television sets: 1,500 pieces.

ex 85.15 D. Cabinets and cases intended to receive radio-broadcasting receivers: 7,500 pieces.

ex 8.15 D. Cabinets and cases intended to receive television sets: 1,500 pieces.

ex 87.01 A. Wheeled tractors, whether or not fitted with removable tracks, of a kind used in agriculture or forestry, as far as not liberalized: 20.0.

ex 87.04. Chassis fitted with engines, for wheeled tractors, of a kind used in agriculture or forestry, as far as not liberalized: 20.0.

ex 87.01 A. Wheeled tractors other than those used in agriculture and forestry, as far as not liberalized: 30.0.

ex 87.04. Chassis fitted with engines for other wheeled tractors, as far as not liberalized: 30.0.

ex Chap. 92. Remaining commodities falling within this Chapter (musical instruments; recording and reproducing apparatus), as far as they have not been liberalized: 10.0.

ex Chap. 93. Remaining commodities falling within this Chapter (arms and ammunition), as far as they have not been liberalized: 9.0.

ex 94.01. Chairs and other seats (other than those falling within heading No. 94.02), whether or not convertible into beds, and parts thereof, as far as not liberalized: 8.75.

ex 94.03. Other furniture and parts thereof, as far as not liberalized: 17.5.

ex Chap. 97. Remaining commodities falling within this Chapter (toys, games, sport articles), as far as they have not been liberalized: 12.5.

ex 98.01. Buttons and button moulds, studs, cuff links, and press fasteners, including snap fasteners and press studs; blanks and parts of such articles, as far as not liberalized: 2.0.

—U.S. Embassy

A copy of the complete list is available for reference in the European Division, Bureau of International Programs, U.S. Department of Commerce, Washington, D.C.

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Iceland Sets Global Import Quotas, Expands Free List

REYKJAVIK.—The Icelandic Ministry of Commerce has announced the complete list of 1962 global quotas for goods requiring import licenses. Also announced was a list of commodities which have been added to the Free Import List as well as the list of products that may be imported only from countries with which Iceland has bilateral trade agreements. These actions are likely to have favorable effects on U.S. exports to Iceland of iron and steel products, electric typewriters, electric light bulbs, tires and tubes, and automobiles.

The global quotas apply to imports from all countries except those with which Iceland has a bilateral trade and payments agreement—Brazil, Czechoslovakia, East Germany, Hungary, Poland, Rumania, and the Soviet Union.

The 1962 global quotas, which total 206,850,000 crowns (43 Icelandic crowns =US$1), provide a current crown value increase of 9,940,000 over the 1961 global quotas. This crown value increase is distributed among the majority of the commodity groups listed in the quotas. However, the constant value of the 1962 global quotas, compared with 1961, has declined by 7% when the August crown devaluation of 13.2% is considered. The one major increase in quota is for iron and steel products, which increased by 15.2% in constant value.

U.S. Export Opportunities Increase

As the import value of the global quotas for 1962, compared with 1961, has only decreased slightly, with the exception of iron and steel products, the prospects for U.S. exports to Iceland will not be greatly affected by the 1962 quotas. Of greater significance for U.S. exports is the addition of new items to the Free Import List. On the other hand, several items which appeared on the 1961 list with global quotas for 1,600,000 crowns were deleted from the 1962 list and added to the list of imports restricted to the bilateral trade countries—nonelectric typewriters; fuel oils for engines; nonaviation gasoline; white spirit (turpentine); and base metal jewelry.

Among the items added to the free list are white spirits, tires and tubes, oil skins, scarves, neckerchiefs, and handkerchiefs, neckties, electric typewriters, electric light bulbs, automobiles (new), and motorcycles.

Quotas Set on 2 Bases

The 1962 global import quotas are allocated on two different bases. Among the commodities for which licenses will be allotted three times a year—February, June, and October—are the following (quota in 1,000 crowns shown in parentheses):

Pulp and fruit juice, unsweetened (3,200); pencils other than mechanical, crayons, and chalk (800); cement (1,150); planed boards and battens of fir, pine, and hemlock (20,000); plywood and other glued sheets (8,400); insulating board (3,600); writing and printing paper, n.e.s. duplicating paper, envelopes, n.e.s. (8,500); linoleum, lincrusta, congoleum, and similar goods (4,500); stockings and socks of synthetic fibers (6,000); rubber footwear, excluding seamen's rubber boots, and other footwear n.e.s. (3,000); window glass and other glass, miscellaneous glass articles n.e.s. (5,500); iron and steel bars, structural steel, n.e.s. iron and steel sheets, iron and steel wire, iron and steel pipes, n.e.s. (40,000); electric motors, transformers, batteries and parts, cables (13,650).

A second group of commodities are licensed by the banks at such times as they deem necessary. These commodities include (quota given in 1,000 crowns in parentheses):

Rye flour (1,000); sugar (13,550); coal and coke (1,000); foam rubber for other use than shoemaking (200); roof paper, wall cardboard, floor cardboard and other cardboard n.e.s. (550); certain textile items (1,250); certain household utensils (600); aluminum wire (300); phonographs (550); toys and games (650).

A number of commodities may not be imported against payment in convertible currencies during 1962. These commodities will be imported from bilateral trade agreement sources. Among these commodities are:

Pork and other meat products, coffee, rye meal, potato starch, bran, hops and chickory roots, margarine and other edible fats, preparations of meat and fish, plain chocolate, sweet chocolate coating and other preparations of cocoa, n.e.s., roasted chickory and other coffee substitutes, aerated water and beer, rock wool, petroleum, crude and motor gasoline excluding aviation gasoline and other fuel oils for engines, n.e.s., matches and nonelectric typewriters.

—U.S. Embassy.

Sanitary Food Code To Be Drafted for Peru

LIMA.—Peru has designated a committee to study and prepare a Sanitary Food Code for presentation to the Government within 120 days. The committee is authorized to request technical assistance from the Pan American Health Organization and the United Nations Food and Agricultural Organization.

The need for a modern codified system of food controls has long been recognized. Although controls are applicable to certain industries (dairy products, canned fish) no national food code now exists.—U.S. Embassy.

Spain Liberalizes More Than 90 Import Items

MADRID.—Spain has liberalized a sixth list of commodities for import, effective from February 9, 1962. The new list contains about 93 items of the Spanish tariff.

A considerable part of the list is devoted to machinery, chapter 85 of the tariff, and electrical equipment, chapter 86. Much of this machinery is capital equipment, undoubtedly liberalized so as to assist Spanish industry in being more competitive.

Among the items which have been liberalized are the following:

Flours of vegetables and potatoes; sorghum grain, flax seed; iron or steel slag; zinc ash; petroleum coke; papaverine; dental cements and waxes; electric detonating caps; sensitized paper for polychrome prints; synthetic rubber in various forms; woven fabrics of metal; discontinuous protein staple fibers; true hemp fiber; braids of artificial straw; glass beads; diamond powder; flexible tubes and pipes of base metals; clasps and frames for handbags and luggage; steam boilers and auxiliary plants; certain airplane engines and parts; miscellaneous motors and parts; certain pumps and parts; refrigerating pumps weighing over 100 kg.;

Other mechanical pumps weighing over 50 kg. and spare parts; dry packaging machines; certain spraying equipment; certain harvesting machinery; presses and crushers; flour mill machinery; certain paper pulp and printing machinery; machines for extruding manmade fibers; weaving and knitting machines; other textile machinery; various textile processing machines; industrial sewing machines; rolling mills and parts; machine tools; woodworking machines; electric calculating machines; perforated card-handling machinery; photocopying and other office machinery;

Certain machinery for processing earth and stones; molding equipment; industrial electrical furnaces; telephone equipment; microphones; loud speakers; electric cables; certain radio transmitting equipment; electrical control equipment; insulating materials; lenses; photographic and motion picture cameras; projectors and photograph laboratory equipment; compound optical microscopes; various optical appliances; drawing and tracing instruments; orthopedic apparatus; hydrometers and similar instruments; time-recording instruments; watch and clock movements; pianos; parts and accessories of musical instruments; medical, surgical and dental furniture; and various sporting goods.

—U.S. Embassy.

Italy Sets Up Import Quotas For Machinery, Other Items

ROME.—Italy has established the following import quotas for 1962:

Printing machinery and parts, $576,000 (open to all dollar-area countries); honey, $400,000 (open to all countries of the world); and tetraethyl lead and antiknock compounds based on tetraethyl lead, 144 metric tons (open to the United States and the United Kingdom only).—U.S. Embassy.

Moroccan . . .

(Continued from page 431)

A mild winter with intermittent rainfall started off the 1961-62 crop season under the best of conditions. Seeds for planting were available, and the Government set up liberal credits and free seed grains for farmers hardest hit in the 1961 drought. Agricultural products are vitally important to the Moroccan balance-of-trade position.

The citrus crop outlook at the start of the season in November and December was good, with exports already running ahead of last year's in volume. Tomato exports also expanded in the last 2 months of 1961. Exports of canned fish in the first 5 months of the 1961-62 season (June—October) amounted to 1,352,193 cases (1,127,926 cases in 1960), the highest figure of the last 10 years.—U.S. Embassy.

BDSA . . .

(Continued from page 409)

Letters explaining the plan and questionnaires to determine availability of sales promotion films covering specific products now are being circulated, and if industry reaction is favorable, details of the operation will be worked out by BIBO in conjunction with the Foreign Service.

During the 1960-61 series of thirty-five industry conferences on export expansion problems, many barriers confronting industry were specifically identified. Conference recommendations, supported by industry fact studies prepared by BDSA, formed one of the bases for negotiations during the General Agreement on Tariffs and Trade (GATT) meetings still in progress at Geneva.

Other major problems brought out at the conferences are being followed up. As an example, the current liberalized political risk and credit guaranty program of the Export-Import Bank was developed after such financing needs were emphasized at many of the conferences.

IADB . . .

(Continued from page 432)

(PROGRIMIN), which has preliminarily selected more than 100 projects for possible elaboration within 2 years. The projects selected represent a total investment when completed of about $50 million. The technical assistance funds will make possible detailed studies in many of these projects, in such fields as industry, commerce, agriculture, health, transportation, communications, and tourism.

Items . . .

(Continued from page 415)

bin core 65-70 mm., tensile strength not less than 2,500 gr. (15 x 180 mm.); tender GFB-11668; Mar. 19.

Total of 1,500 bobbins with **tipping paper,** same size as above, tensile strength 2,100 gr., capacity not less than 85%; tender GFB-11635; Mar. 16.

Total of 2,600 bobbins **tobacco sheet wrapper** for small cigar. Flexible, moisture-resistant, self-supported or composite laminated sheet with substantially natural characteristics of cigar leaf tobacco, including taste, color, and aroma; size 28 mm. plus/minus 0.2 mm. x 1,000 m./bobbin, thickness average 0.150 to 0.185 mm., weight average 55-65 gr. per square meter, bobbin core approximately 4¾ in., tensile strength average 1,000 gr.; tender GFB-11663; Mar. 21.

Quote C. & F., Keelong, to China Trust Corp., Taipei.

Thailand

Quotations requested by Apr. 2 for construction of one single screw **motorship** for cargo and passengers, 600 tons including bunkers at a maximum loaded draught of 10 ft., 12 knots fully loaded, service speed 10 knots, one diesel engine single action direct reversible sea water cooled, generating plant of two 4-stroke diesel engines; Apr. 2. The Thai Navigation Co., Ltd., 721 Hong Kong and Shanghai Bank Lane, Bangkok.★

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Paris Leather Show Open To U.S. Firms

The 20th International Leather Exhibition will be held September 7-13, 1962, in Paris. U.S. firms may participate directly or through their European agents or distributors.

The 1961 Fair was visited by 125,000 buyers, dealers and company representatives. A total of 1,521 foreign buyers registered, 69 of whom were from the United States.

Of the 610 exhibitors at the Fair, 228 were non-French firms. Principal items displayed were shoes, gloves, leather machinery and equipment, leather wearing apparel, leather industry chemicals, and raw hides.

Fashion Show Held

Manufacturers from seven countries participated in a fashion show of leather clothes, which received considerable attention.

A report of the 1961 International Leather Fair, including a list of U.S. participants, and a copy of the official fair catalogue is available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Good Potential Market For Leather Goods Shown

The Ninth Winter Luggage and Leather Goods Trade Fair and the Tenth Souvenir Trade Fair were held simultaneously in January at Utrecht, Netherlands. Staff members of the U.S. Consulate General at Amsterdam attending the fairs reported a real marketing possibility in the Netherlands for the following U.S. products: Ladies handbags (in popular price field), frames, fittings, and linings for ladies handbags; synthetic substitutes for leather; seashells of assorted sizes, shapes, and types for trimming boxes and other articles and for the creation of animal-like forms.

New Contracts Produced

The fairs produced new contracts with buyers from Germany, Belgium, Sweden, Luxembourg, France, Switzerland, Netherlands Antilles, and Australia.

A copy of the official fair catalog for each event, listing the exhibitors, is available on loan from the Trade Fairs and Exhibitions Section, Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

U.S. Textile Firms Invited To Show At Interstoff Fair in Frankfurt

U.S. manufacturers of textile fabrics have been invited to exhibit for the first time at the Frankfurt Interstoff Fair, June 19-22, 1962.

The Fair, one of Europe's largest, is opened to U.S. participation under a formula which allows representation from all countries belonging to the Organization for Economic Cooperation and Development (OECD).

In the past, Interstoff has developed excellent contacts and has proved its popularity with European buyers. Manufacturers of textile fabrics may be represented by agents, but the application must come from the manufacturer and the exhibit must be in the manufacturer's name. Emphasis will be on material for ladies' apparel and men's shirtings.

The Winter Exhibit, January 9 to 12, 1962 attracted some 8,000 buyers from 23 countries, who visited the exhibits of 300 producers. Exhibits featured fall and winter lines with heavier materials and darker colors predominating, fabrics in the medium-to-top quality range, and novelties and new finishes. New fabrics shown were in evening and after-ski designs, incorporating a non-tarnishing metal thread and yarn, sometimes woven with elastic thread; jersey-type material from Orlon; foam-rubber backed fabric for winter wear, particularly with imitation fur linings and mohair effects; a new silk-like fabric from an American acrylic fiber; and drip-dry cotton material for men's shirts.

In addition to the June Fair, there will be a Winter Fair scheduled for December 4-7, 1962. In 1963 and years following, the Interstoff will be held annually in May and November.

Additional information may be obtained from the Fair's U.S. representative, the German-American Chamber of Commerce, 666 5th Avenue, New York 19, N.Y. or from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Permanent Exhibit Hall Opens Doors in Miami

The International Design Center was to open in Miami on March 11, to serve as a permanent exhibit facility for home and non-residential furnishings manufacturers, and to provide designers, architects and their customers with a source of reference.

The latest appointments will be displayed to an audience which is drawn to the area not only from the United States but also from the Latin American, Caribbean and European markets.

The tri-level Center will have 14,000 square feet of display area, providing 141 manufacturer exhibit spaces. In addition, an "editorial" area will offer a series of continuous year-round exhibits in which outstanding art, craft, product and museum exhibits will be presented.

Exhibits from all countries of the world are being sought. The Center believes this "editorial" area will provide a public attraction of trade, community and tourist interest which can contribute to greater understanding and cooperation in the field.

The Center is being developed by Henry End, a specialist in the design of hotels, motels, and restaurants. Its 9-man advisory board, which will design all exhibits, is made up of specialists in architectural and interior design.

Additional information can be obtained, and exhibits submitted, by writing to the International Design Center, 4141 North Miami Avenue, Miami, Florida.

Trade Fair in New York Adds Export Section

The annual U.S. World Trade Fair has announced the addition of a new Export Section, designed to help to extend the world markets for the products and services of American companies exhibiting in the Fair.

The Fair, to be held May 11-22, 1962, at the New York Coliseum for the sixth consecutive year has been successful in bringing together buyers and sellers and in expanding the markets for imports from abroad.

U.S. Trade Center in London To Show Ladies Handbags and Accessories

MANUFACTURERS of ladies handbags and accessories will have opportunity to show their products in an exhibit sponsored by the U.S. Trade Center in London, England, July 3-13.

Fall and winter lines in handbags, belts, gloves, and umbrellas, together with costume jewelry and personal leather goods, will be shown to British and Continental buyers as part of the U.S. Center's continuing program to introduce American goods to the British market.

The Center offers the U.S. manufacturer an opportunity to test the U.K. market, obtain an agent, and sell goods, all at nominal cost. Five trade associations are cooperating in the showing: The National Authority for the Ladies Handbag Industry, New York City; Manufacturing Jewelers and Silversmiths of America, Providence, R.I.; National Association of Leather Glove Manufacturers, Gloversville, N.Y.; American Knit Glove Association, Gloversville, N.Y.; and the Belt Association, New York, N.Y.

Selected Accessories To Be Modeled

The showing was developed from preliminary discussions between representatives of Commerce, NALHI, and the staff of Handbags and Accessories magazine. A British merchandising counselor will be brought to this country to offer guidance to participating firms in the final selection of display items. During the show at the Trade Center, British models wearing selected accessories will greet trade visitors.

For handbags, it is thought the greatest sales potential exists in plastics and fabrics, and "tote" bags of all types. Gloves of washable fabrics, small umbrellas, and belts of leather and plastic also have good prospects. A preliminary report indicates that a wide-open market awaits smartly styled costume jewelry of good quality.

A publicity campaign designed to attract British buyers will precede the show. Conducted by professional public relations counsel, similar campaigns have successfully attracted a high percentage of important British buyers and agents.

To Assist Exhibitors

Firms seeking to establish permanent sales representation in Britain are assisted by the U.S. Commercial Attache in finding a British agent. This and other services offered to participants in Trade Center promotions are specifically designed to assist the newcomer to the export field.

To qualify for participation, the American firm's products must meet the established product theme. Exhibitors will assume costs of freight, insurance, and duties to the display point and contribute $150 each to a joint promotion fund to be expended by an industry representative for promotional functions.

Interested firms should write immediately to the Trade Centers Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., stating their desire to participate and enclosing descriptive product literature. Commerce then will mail the firm a Participation Agreement together with complete instructions.

Marking and Labeling Requirements of the Federal Republic of Germany and West Berlin

Report No. 61-11 in Part 2, World Trade Information Service

10 cents Published in March 1961. Available from Department of Commerce Field Offices or from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Portuguese Trade Fair To Show 'Model House'

U.S. exporters of housewares, electric and non-electric household appliances, furniture, and decorating and construction materials have been invited to participate through their Portuguese agents in the "Model Home" exhibit to be featured at the 1962 Lisbon International Trade Fair, June 9-23, in Lisbon, Portugal.

Because of the interest shown by the public in the small "Model Home" exhibit at the 1961 Fair, the management this year plans a larger exhibit, located in a new building at the main entrance of the fairgrounds. Emphasis will be on functionalism and time-and-labor saving devices. Exhibited materials will be granted temporary duty-free entry.

U.S. firms have been advised to make arrangements for displays as soon as possible with their local agents. Additional information may be requested from: Comissariado, Lisbon International Trade Fair, Avenida da India, Lisbon 3, Portugal.

Office Machines Exhibit Scheduled for Paris

American office equipment manufacturers with licensees, branch offices or agencies in France have been invited to participate in the International Office Equipment Exhibition (Salon International de l'Equipment de Bureau) in Paris, October 19-28, 1962.

One of the largest of such exhibitions in Europe, the event is expected to attract an important segment of office machine buyers from France and other Common Market countries.

About 60,000 square meters of display space will be available for 1962 exhibitors, as compared with about 48,000 square meters used in the 1961 event. The latter consisted of 350 stands displaying 1,000 trademarks of office equipment, and attracted a total attendance of 130,000.

A complete report on the 1961 exhibition is available on loan from the Trade Fairs and Exhibitions Section, Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

U.S. exports of unmanufactured tobacco in calendar year 1961, at 500.8 million pounds (export weight), were up 1% from 1960, the Foreign Agricultural Service reports.

The 1961 export value at $390.8 was up 3% from 1960 and set a record.

Iceland Plans To Expand Capital's Hot Water System

Iceland plans to extend the system which supplies hot water for commercial and domestic heating purposes in Reykjavik.

Extension of this system will lower heating costs and reduce the country's requirements for fuel oil imports. The savings in foreign exchange should gradually rise to $1.5 million annually.

The World Bank has made a loan equivalent to $2 million to assist Iceland in the project.

Reykjavik is located in an area of volcanic activity where there are many natural hot springs. Since 1930 a unique system has been developed whereby water from the springs and from wells drilled in the area is distributed to houses and buildings in the city, for use both for space heating and as hot tap water.

The present system serves about two-thirds of the buildings in Reykjavik. With the assistance of the Bank loan, the system will be extended to service other commercial and residential areas where the density of buildings and of population makes the use of the system economical.

Over 30 miles of distribution mains will be laid, doubling the present length of piping; service connections from the street mains to individual buildings will be installed, and a well-drilling program will be undertaken to develop additional hot water sources.

The project is being carried out by the Hot Water Supply System, a department of the City of Reykjavik, which administers its affairs on a financially self-liquidating basis. Total construction costs are estimated at the equivalent of $5.6 million.

Proceeds of the Bank loan will be reloaned by the Government of Iceland to Reykjavik for the account of the Hot Water Supply System. All major purchases of equipment, material, and services will be based on international competitive bidding.

The Bank funds are expected to cover the foreign exchange requirements, and perhaps a small part of the Icelandic krona costs. Most of the krona cost will be met by the Hot Water Supply System from its own revenues, and from local borrowings.

U.S. exports of flue-cured tobacco totaled about 403 million pounds (export weight) in 1961, compared with 409 million in 1960, the Foreign Agricultural Service reports.

The export valuation in 1961 was $320 million—a little larger than in 1960.

India To Increase Power Supply In Heavily Industrialized Region

THE Government of India plans to expand the electric power supply in the Damodar Valley, one of the most heavily industrialized regions of India.

The International Development Association (IDA), an affiliate of the World Bank, has extended a development credit of $18.5 million for the project. The funds will help to finance the installation of 140,000 kilowatts of new generating capacity and the expansion of transmission facilities in the system operated by the Damodar Valley Corp. (DVC).

The project for which the IDA credit was made consists of extension of the Durgapur power station by installation of a 140,000-kilowatt generating unit.

Near the Durgapur steel plant, the station is designed to burn low-grade coal from nearby mines and middlings from coal washeries. Also included is the construction of new transmission lines and extension of substations.

The project is part of an expansion program which DVC is undertaking within India's third 5-year plan. The program will increase the generating capacity of DVC's system from 524,000 kilowatts to 1,084,000 kilowatts, thus more than doubling the installed capacity.

Nevertheless, this expansion will allow DVC to catch up with demand only at the end of 1965, and if rationing is then to be avoided, the corporation will probably have to bring into operation an additional 70,000 kilowatts every year for the next 5 years to take care of the rapidly growing needs of the area.

Total cost of the project being financed with IDA assistance is estimated at the equivalent of $36.8 million.

The foreign exchange cost will be covered by the IDA credit which the Central Government will make available to DVC as part of its contribution to DVC's financial resources.

Local currency costs will be met by the Central Government and the States of Bihar and West Bengal.

The project will be executed by DVC with the assistance of engineering consultants, it is scheduled for completion by the end of 1965. All major items of machinery and equipment will be procured on the basis of international competitive bidding.

The Damodar Valley Corporation (DVC), a semi-autonomous governmental organization, is concerned with the supply of electric power, with flood control, irrigation and drainage, land conservation and afforestation, and promotion of the health and general welfare of the Damodar Valley inhabitants.

DVC's financial resources are provided by the Central Government and the States of Bihar and West Bengal in the form of interest-bearing but non-repayable capital advances.

The Damodar Valley, northwest of Calcutta, has rich deposits of coal, iron ore, chromite, mica and asbestos; four large iron and steel plants are already operating in and near the Valley at Burnpur, Kulti, Jamshedpur, and Durgapur.

Industry in the region is widely diversified, and includes foundries, locomotive works, steel fabricating plants, and plants for the manufacture of wire, cables, pipes, machine tools, and many other products. Cement plants, an aluminum plant, and a large fertilizer plant in the Valley are being expanded.

Spain To Construct Generating Plant

Spain is planning to construct a thermal electric generating plant at Guardo, in northern Spain.

The Export-Import Bank has authorized an $11.3 million credit in favor of Centrales Térmicas del Norte de Espana, S.A. (Terminor) of Bilbao for purchase of U.S. equipment.

The 142,000-kilowatt plant will augment the supply of power for industrial centers in north central and northwest Spain; it will also promote mining and agricultural development.

U.S. equipment to be acquired includes a coal burning boiler, turbo-generator, and related auxiliaries.

International General Electric is the U.S. supplier. In addition, IGE will further participate by financing a portion of the total U.S. costs exclusive of the Eximbank obligation of $11.3 million. Gilbert Associates of Reading, Pa., are consulting engineers for the project and will supervise construction.

The plant site is near sources of coal and within relatively short transmission distances to electrical load centers. The installation is of the semi-outdoor type with the generator housed and the boiler outdoors.

Peru Establishes Agency To Manage State Railways

Peru has established a new agency, the National Railway Administration, to manage the state-owned railways.

The agency will have broad powers to reorganize and remodel existing rail lines, to construct new lines, to lease out lines with or without their equipment, and to take any other steps necessary to improve the situation.

Capitalization of the agency will be 750 million soles (1 sol=$.0375; a little under $28 million), to be made up of the difference between assets and liabilities of the state railroads as of Dec. 31, 1961, returns from investments made, and a government grant of 550,210,327 soles for 1962.

The autonomous Administration will have a five-man board of directors designated by the Minister of Development and Public Works, by the Minister of Hacienda, by the provincial development board of Cuzco, by the Chambers of Commerce of Lima, La Convención, Huancayo, and Huancavelica, and by the Tacna Corp.

The Peruvian Government owns seven railways which have been under the control of the Ministry of Development and Public Works.

Establishment of the new agency is another move by the Ministry to attempt to put the state-owned railways on a paying basis.

The current situation of the state-owned railways leaves much to be desired because lines are all short and unconnected, with attendant high terminal costs; transshipment from one line to another is made more difficult by differences in gage; cargo hauling levels are very seasonal; and rolling stock is obsolete.

Irrigation Project Planned For Chile's Talca Province

Chile, with assistance from the Inter-American Development Bank, plans to undertake an irrigation project in the Province of Talca.

The project will be carried out by the Dirección de Riego, an agency of the Ministry of Public Works. The Bank has approved a credit of $2,860,000 from its ordinary resources for the undertaking.

The Bank credit will be used to complete and expand a system of canals irrigating an area of about 180,000 acres in a zone bounded by the Claro and Maule Rivers, approximately 155 miles south of Santiago. Completion is slated for 1964.

Total investment in the project amounts to 12.3 million escudos ($11,715,000); the Bank loan will cover about 24% of this amount. Up to $1,575,000 of the loan will be extended in dollars or currencies other than escudos. The equivalent of the remainder, 1,350,000 escudos, will be disbursed in Chilean currency.

The project will irrigate an area of 100,000 acres for the first time and will provide additional water and ensure its supply to another 80,000 acres.

Argentina To Build Underwater Tunnel

BUENOS AIRES.—Ceremonies held recently in Parana, Argentina, marked the beginning of the construction phase of a tunnel under the Paraná River, the tunnel will be 2,600 meters long and will connect the cities of Santa Fé and Paraná (1 meter = approximately 3 ft. 4 in.).

It is estimated that the tunnel will require 4 years to construct at a total cost of 2,587 million pesos ($32.3 million), to be shared equally by the provinces of Entre Ríos and Santa Fé.

The contract was awarded to an Argentine-West German-Italian association including the German firm Hochtief and the Italian firm of Vianini. The association was earlier awarded a feasibility study and design contract which it completed in December 1961.

Tunnel users will be required to pay a toll at least as high as the charge for the ferry service now in operation. Some 110,000 vehicles now are transported annually across the river and the tolls collected reach 5 million pesos.

Provincial authorities estimate that use of the tunnel will quintuple the freight movement between the two banks and will raise toll collections to 18 million pesos a year. Crossing time will be reduced from 2 hours and 20 minutes to a mere 6 minutes.—U.S. Embassy.

French Railroad Freight Tariffs To Be Revised

PARIS.—The "Journal Officiel" has published an "avis" concerning a major change in the tariff structure proposed by the Societe Nationale des Chemins de Fer Francais (SNCF). Interested parties can express their views concerning the changes proposed to the Council of Ministers during the next 4 months, after which the Council will approve or reject the proposal. The SNCF proposes that the revision be placed in effect about July 1, 1962. The change in tariffs reflects a complete revision of the methods by which charges are made, and will affect freight rather than passenger rates.

The rate schedules also will be revised to bring them into line with actual costs incurred by the SNCF, particularly with relation to short and long hauls. Another change will be the reduction of the number of "indices" or price schedules, which are based upon the station of arrival and departure of shipments, with a wide variation of cost schedules resulting.

Although slight increases may be found by some rail shippers, the changes are not expected to cause an overall increase in SNCF revenue. The changes are designed to bring tariffs more accurately into line with costs of services performed by the SNCF on the rail network.

The "Journal Officiel" published the full text of the lengthy proposal which, when approved by the Council of Ministers, will be made available in printed form.—U.S. Embassy, Paris.

Grace Line To Construct 4th Combination Vessel

A fourth new combination cargo-passenger-container ship is to be built by the Bethlehem Steel Co.—Sparrows Point Shipyard for the Grace Line under a contract signed by the two companies and the Maritime Administration, on February 1, 1962. Bethlehem was low bidder for the ship with a fixed price bid of $17,957,000, including national defense features of $50,000.

The ship is the fourth of its type to be ordered by Grace Line in its fleet replacement program. The three others are now under construction at the same yard, and the first of the ships—the SANTA MAGDALENA—was launched on February 13.

The ships will provide service on a weekly basis from the U.S. East Coast to the West Coast of South America on Essential Foreign Trade Route No. 2. Grace Line's total replacement program consists of 22 ships, estimated to cost $275 million. Two other passenger-cargo ships are already in service—the SANTA ROSA and SANTA PAULA—for the North Coast of South America-Caribbean trades.

In addition to accommodations for 127 passengers, the four new combination ships are designed to carry over 9,000 tons deadweight each, including a large number of containers, and a refrigerated cargo capacity of 385,000 cubic feet, at a service speed of 20 knots.

The new Grace Line ship is the seventh ship to be contracted for under the Government-industry long-range replacement program in fiscal 1962, and brings to a total of 84 the number of ships already built or building under this program.

World Trade Information Service

The World Trade Information Service (WTIS) is a continuing service, dispensing basic facts needed by exporters, investors, manufacturers, researchers, and all who are concerned with international trade and economic conditions throughout the world. Useful as reference background material, and equally useful with up-to-date operational directions, the World Trade Information Service is divided into three series:

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The most recently issued WTIS reports are listed below.

Economic Reports

[15 cents each]

Basic Data on the Economy of Iceland. WTIS, part 1, No. 61-77. 15 pages. December 1961.

Establishing a Business in Sudan. WTIS, part 1, No. 62-1. 7 pages. January 1962.

Residence and Business Rights of Aliens in Fed. Rep. of Germany and West Berlin. WTIS, part 1, No. 62-2. 3 pages. February 1962.

Operations Reports

[10 cents each]

Licensing and Exchange Controls, Brazil. WTIS, part 2, No. 61-93. 8 pages. December 1961.

Licensing and Exchange Controls, Ecuador. WTIS, part 2, No. 61-94. 3 pages. December 1961.

Import Tariff System of Libya. WTIS, part 2, No. 62-1. 2 pages. January 1962.

Preparing Shipments to the Republic fo South Africa. WTIS, part 2, No. 62-2. 8 pages. January 1962.

Preparing Shipments to Ethiopia. WTIS, part 2, No. 62-3. 4 pages. January 1962.

Import Tariff System of Ethiopia. WTIS, part 2, No. 62-4. 2 pages. January 1962.

Living Conditions in Nicaragua. WTIS, part 2, No. 62-5. 9 pages. January 1962.

Preparing Shipments to the United Kingdom. WTIS, part 2, No. 62-6. 7 pages. January 1962.

Statistical Reports

[20 cents each]

Total Export and Import Trade of the United States, January-October 1961. WTIS, part 3, No. 62-1. 12 pages. January 1962.

Trade of the United States with Latin America, Year, 1959-60, and Half-Years, January-June 1959-61. WTIS, Part 3, No. 62-2. 4 pages. January 1962.

Total Export and Import Trade of the United States, January-November 1961. WTIS, part 3, No. 62-5. 12 pages. February 1962.

New Books and Reports

An Introduction to Doing Import and Export Business. Chamber of Commerce of the United States. Washington, D.C., January 1962. 129 pp. $2.

An introductory guide for use primarily by manufacturers, wholesalers, and retailers without previous experience in importing, and by manufacturing companies or other producers who contemplate starting export businesses, this sixth revised edition discusses the principles, practices, techniques, and problems of importing and exporting.

Principal elements involved in preparation and shipment of merchandise to or from other countries, documentation of shipments, financing foreign trade, customs procedure in importing, credit and collections in exporting, and related matters are covered in this publication of the Chamber's Foreign Commerce Department.

Copper Industry Report. U.S. Department of Commerce. Winter 1961-62. Washington, D.C., 16 pp.

This latest quarterly report prepared by the Copper Industry Division of the Business and Defense Services Administration contains descriptive and tabular data on copper-base scrap consumption and foreign trade, 1954-60, for Europe and the United States. In addition, production of copper mill (brass mill) and copper wire mill products by selected foreign countries for June, July, August, September, and quarter 1961 are shown.

Also included are U.S. exports of copper-base scrap and of copper-base mill products, second and third quarters 1961; imports of copper raw materials into the United States, second and third quarters 1961; and imports of copper-base mill products, third quarter 1960 and second and third quarters 1961.

The report, Vol. VIII, No. 2, may be purchased from the Commerce Department and its Field Offices at 15 cents.

The Business Outlook for 1962 in 26 World Markets. Business International. New York, 1962. 35 pp. $30.

This report evaluates currency trends, labor conditions, prices, wages, and rules affecting taxes, imports, and exports in the following major markets: Argentina, Australia, Belgium, Brazil, Central America, Chile, Colombia, Denmark, France, Germany, India, Italy, Japan, Mexico, Netherlands, Norway, Pakistan, Peru, Philippines, South Africa, Spain, Sweden, Switzerland, Turkey, the United Kingdom and Venezuela.

In addition, the study contains a report on worldwide sales prospects for 1962, based on forecasts of 50 leading U.S. corporations, plus an analytical 5-year forecast of economic growth in 18 key European countries.

Designed to provide the international investor and trader with facts for planning new sales promotion campaigns, timing foreign investments, and evaluating foreign credit risks, the report was compiled from individual country studies prepared locally by Business International field correspondents and first appeared as a weekly feature of the firm's report to management on business abroad.

Chemical and Rubber Industry Report. U.S. Department of Commerce. Washington, D.C., January 1962. 38 pp.

A special article on India's chemical industry, 1960, is included in this latest issue of a monthly publication prepared by the Chemical and Rubber Division, Business and Defense Services Administration. The article presents data on production, prices, capital investment, foreign trade, and research and technical developments.

The publication is available at 15 cents from the U.S. Department of Commerce, Washington 25, D.C., or the Department's Field Offices.

Steel Mill Products Trade Of U.S. in Mixed Decline

Exports of American steel mill products for 1961 fell considerably below the 1960 level while imports showed a slight decrease. Meanwhile, the value of U.S. exports ran ahead of imports for the second year in a row.

Exports were valued at $423 million in 1961 and imports at $380 million. These totals compare with 1960 figures of $601 million in exports and $445 million in imports. (Import value is usually market value at point of origin, and excludes U.S. duties, ocean freight, and insurance.)

By tonnage, steel mill product exports were 2 million tons in 1961 compared to 3 million in 1960 and 1.7 million tons in 1959, according to U.S. Bureau of the Census figures. They were equivalent to 3% of the total tonnage shipped by American steel mills during the year. Exports improved during the year, reaching 212,000 tons in December from a low of 132,000 tons in January. Sheet and strip, tin mill products, structural shapes, steel pipe and tubing, and rails are the main products sold abroad.

Steel imports dipped to 3.1 million net tons in 1961 from 3.3 million tons in 1960, and accounted for 4.7% of the total new supply of steel available in the United States. From a low of 145,000 tons in January 1961, imports moved to 357,000 tons in November. A drop to 292,000 tons was recorded in December.

The principal products imported in 1961 were concrete reinforcing bars, steel pipe and tubing, wire rods, other bars, structural shapes, wire nails, and sheet and strip. Belgium-Luxembourg, West Germany, Japan, France, the United Kingdom, and Canada were the main import sources.

The major growth in steelmaking capacity abroad, and the increased availability of steel for export from many countries are the main factors causing the decline in U.S. exports and the rise in imports in recent years (FCW, Oct. 30, 1961, p. 40).

A review of the foreign trade in steel products should take into account the steel products contained in imports and exports of manufactured products such as automobiles and machinery. Steel imported in such manufactures in 1960 totaled about 1 million tons, valued at $180 million, while exports totaled about 3 million tons, valued at $600 million, according to estimates.

Trend To Continue

The 1962 outlook is for a continuing tonnage deficit with a favorable trade balance in terms of value. Unlike the pre-negotiation steel contract period in 1959, there are no indications of heavy steel ordering abroad by U.S. importers as a hedge against a possible steel strike. The prospects for an early contract settlement, the relatively high level of stock on hand, and the easy availability of steel abroad due to slackened demand have restrained buying.

A $45-million loan to Pakistan announced in January by the Agency for International Development for purchase in the United States of iron and steel and possibly other products will help U.S. exports this year. Not more than $22.5 million of the $45 million loan may be used for iron and steel without AID approval. Sales of American steel to India, Viet Nam, and other countries are also being financed by AID.

U.S. Quality Shoe Products Interest Trieste Market

TRIESTE.—Trieste may present a market for the sale of American shoes. The possibility of buying shoes in various widths, which are not offered by Italian shoe manufacturers, would appeal to local consumers, it is believed.

Shoes of quality leather, with good linings, and stitched with durable thread are the type consumers have been seeking for some time.

Local merchants think that a fairly good business can be worked up on a line of men's and women's shoes, retailing between $15-$20, provided the American exporter is able to offer attractive terms. —U.S. Consulate.

U.S. exports of footwear to Italy totaled 13,365 pairs in 1961. In calendar year 1960, these exports amounted to 9,218 pairs. U.S. imports of footwear from Italy totaled 10,940,542 pairs in 1961 and 8,162,847 pairs in 1960.

U.S. imports of artificial abrasive grain from West Germany, as published in the article "German Abrasive Industry Becomes a Major World Producer and Trader" (FCW, Feb. 12, p. 275), were corrected by the U.S. Bureau of the Census subsequent to publication.

As a result of these changes, the last paragraph of the article should read:

Imports of artificial abrasive grain from West Germany totaled 786 short tons, $176,126, in 1959; and 611 tons, $148,842, in 1960.

U.S. exports of tobacco products in calendar 1961 were valued at $108.2 million, up 10.9% from 1960, according to the Foreign Agricultural Service.

Cigarette exports totaled 22.3 billion pieces, a gain of 10.4% from 1960.

Japanese Electronics Exports to U.S. Jump

TOKYO.—Japanese exports of electronic products to the United States totaled $78.4 million in the first 9 months of 1961, an increase of 24% over the $63.1 million total for the same period 1960. This rise was a considerable increase over the 9% gain recorded in the first 6 months of 1961 (FCW, Jan. 8, p. 61).

Products showing significant export gains were sound recorders and reproducers, from $3.3 million to $9.3 million; tube-type radios, from $3.9 million to $9.6 million; and "toy" type radios (with fewer than 3 transistors) from $5.1 million to $8.7 million.

Japanese exports of radio receivers with 3 or more transistors continued to show a decline from $39 million (2,945,000 units) in the 1960 period to $31.7 million (2,879,000 units).

Other electronic products shipped to the United States in the first 9 months of 1961 that showed gains included receiving tubes (12.7 million units), valued at $3.3 million, up from $2.9 million in the 1960 period; transistors (3.8 million units) which doubled in value to $1.6 million from $821,000. Speaker units totaled 2.2 million and were valued at $1.6 million, up from $1.4 million; condensers (22 million units) were valued at $1.2 million, up from $695,000; radiophonographs (50,000) $1.7 million, up from $648,000; and television receivers and chassis (12,000) $954,000, up from $132,000.—U.S. Embassy.

U.S. Bristle Imports Down

U.S. imports of sorted, bunched, or prepared bristles in 1961 declined about 18% in quantity and 3.4% in value from 1960 shipments, according to preliminary Census Bureau figures.

The incoming shipments fell from 3,590,748 to 2,950,614 pounds and the value from $9,158,545 to $8,849,808.

Germany was the major bristle supplier to the U.S. market in both years. Despite a 13.3% drop in volume, the German share of the market increased from 52.7% to 55.6%. Shipments from Germany for 1961 and 1960 (in parentheses) were as follows: 1,642,377 (1,893,451) pounds; $3,785,719 ($3,756,271).

Trade from Poland and Korea declined in unit volume. Poland's shipments were off 34.6% and Korea's 7.5% in 1961, compared to 1960. The value of imports from Korea increased 26.6%, however, while those of Poland dropped 20.2%.

Bristle imports from these 2 countries in 1961 were as follows: Poland 110,336 pounds, $212,615; Korea 323,977 pounds, $909,001.

Chemical Plants Started In Colombia

BARRANQUILLA.—Work has begun on an ammonia plant and a fertilizer works near Cartagena, Colombia, both to be completed in October 1962.

The ammonia and nitric acid plant will be operated by Amoniaco del Caribe, S.A., a subsidiary of International Petroleum (Colombia) Ltda. (INTERCOL). Daily production will be 250 metric tons of ammonia and 125 tons of nitric acid. Raw materials will come from the adjacent INTERCOL refinery.

The fertilizer plant on the same site will be operated by Abonos Colombianos, S.A. (ABOCOL), in which INTERCOL has a one-third interest. Daily output is scheduled at 500 tons of fertilizer and 250 tons of urea. Amoniaco del Caribe will furnish the raw materials.—U.S. Consulate.

Auto Electrical Equipment Firm in Spain to Expand

A major Spanish manufacturer of automotive electrical equipment, Fabrica Espanola Magnetos, S.A., will receive the equivalent of US$3 million in an International Finance Corporation investment for plant expansion.

The IFC investment will help FEMSA to enlarge its plant in Madrid and to complete construction of a new plant near Treto, in Santander.

The Spanish company was founded in 1940 and now employs some 1,800 persons. Under licensing agreements, it manufactures electrical assemblies (including motors and generators) for cars, trucks, tractors, motorcycles, and industrial and aviation engines. It expects an increasing demand for its products because of the growing Spanish market for motor vehicles and engines.

The IFC investment in FEMSA consists of a loan of US$2.5 million and the purchase of about $500,000 in its capital shares.

Reports in the Commodity News department generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

Volume of U.S. Trade in Mink Pelts Increases; Price per Pelt Declines

EXPORTS of undressed mink pelts from the United States were 15% higher in 1961 than in 1960 while the value of these was down 11%. The general drop in world mink prices is reflected in these exports. The average value of all undressed mink exports fell 23% to $14.88 in 1961, from $19.22 per pelt in 1960.

Dressed mink exports were 16% greater in quantity and 5% in value.

At the same time, U.S. imports of undressed mink pelts were up 45% in quantity and 10% in value.

American exports of undressed mink increased from 721,416 pelts valued at $13,865,434 in 1960 to 831,191 pelts valued at $12,365,992 in 1961, according to preliminary figures from the U.S. Census Bureau.

Canada was the leading foreign market for undressed mink exports, followed by the United Kingdom, Italy, Switzerland, France, and West Germany.

Sales to Canada Up

Canadian purchases totaled 310,710 pelts valued at $3.3 million in 1961, compared to 210,365 pelts valued at $3 million in 1960.

Shipments to the United Kingdom dropped to 143,025 pelts valued at $2.4 million in 1961 from 179,624 pelts valued at $3.5 million in 1960.

Italian purchases decreased slightly, from 71,297 pelts valued at $2 million to 69,939 pelts valued at $1.9 million.

Exports to Switzerland rose 14% in quantity and less than 1% in value and to France by 86% and 16%. To West Germany, shipments were down 5% in quantity and 31% in value.

In 1961 as in 1960, Italy and Switzerland purchased the more costly mink, the average per pelt price being $26.53 and $23.14, respectively.

U.S. exports of dressed mink pelts increased from 161,021 pelts valued at $4.9 million in 1960 to 187,242 pelts valued at $5.3 million in 1961.

Switzerland was the leading foreign market for dressed mink exports, followed by France and Italy.

The average value of these exported pelts dropped about 9%, from $31.04 per pelt in 1960 to $28.11 in 1961. The average price of pelts exported to Italy dropped from $40.25 in 1960 to $35.64 in 1961, while shipments to Switzerland declined from an average price of $35.42 in 1960 to $30.51 in 1961.

Prices of Imported Pelts Down

U.S. imports of undressed mink skins rose from 2,845,811 pelts valued at $44,447,729 in 1960 to 4,133,625 pelts valued at $48,908,538 in 1961. The average per pelt price declined from $15.62 in 1960 to $11.83 in 1961, a drop of 24%.

Imports from Canada, the leading foreign supplier, increased from 645,312 pelts valued at $11.8 million to 1,065,272 pelts valued at $16.1 million, up 65% in quantity and 36% in value. The average price per pelt of Canadian mink dropped 17% from $18.34 in 1960 to $15.15 in 1961.

Imports from Sweden increased from 631,925 pelts valued at $9.9 million in 1960 to 942,593 pelts valued at $10 million in 1961, up almost 50% in quantity but less than 1% in value. Price per pelt averaged $15.79 in 1960 and $10.64 in 1961.

Denmark's shipments to the U.S. market increased 25% to 861,455 pelts in 1961. The value of these shipments, however, declined by 5%, dropping to $9,366,269 in 1961. The average per pelt price declined 24% to $10.87 in 1961.

Imports from Norway increased 44% in quantity and almost 9% in value. Shipments rose to 570,673 pelts valued at $6,633,062 in 1961. The average price per pelt dropped 24%.

U.S. imports from Finland increased almost 64% in quantity and 19% in value to 395,663 pelts valued at $4.3 million in 1961. The average price of the pelt dropped almost 28%.

U.S. Plastics Materials Trade With Sweden Grows

U.S. exports of plastics materials to Sweden increased to 12.7 million pounds, valued at nearly $6.1 million, in 1961, compared to about 11.5 million pounds, valued at $5.4 million, in 1960. Principal exports were polyethylene and styrene polymer and copolymer resins.

Meanwhile, U.S. imports from Sweden have also risen, according to U.S. Bureau of the Census figures. The 1961 imports totaled 188,000 pounds, valued at $72,000, compared to about 113,000 pounds, valued at $46,000, in 1960. The principal imports were cellulosics.

The United States accounted for 24% of Sweden's imports of unmanufactured and manufactured plastics in the Jan.-Aug. 1961 period, according to Swedish trade statistics. Totals were $6.8 million and $27.9 million, respectively.

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AID Investment Guaranty Program Pays First Claim

The U.S. Investment Guaranty Program, which has provided political risk insurance for private American investments abroad since 1948 and is now administered by the Agency for International Development, has paid its first claim.

The claim, for $9,921, was paid to Pluswood Industries of Oshkosh, Wis., on guaranty contracts covering capital and loan investments the company made in late 1959 and early 1960 in a lumber project in what was then the Belgian Congo.

The contracts protect Pluswood against losses due to inability to convert Congolese francs received from its investment into dollars, or losses from expropriation.

Since its independence on June 30, 1960, the Republic of the Congo has been in a difficult position with regard to foreign exchange. For this reason Pluswood was unable to convert into dollars an annual interest payment made in Congolese francs last June on a $200,000 loan which was part of the company's investment in the Congo. The $9,921 paid to the company by AID under the guaranty contract represented 95% of the dollar equivalent of the 522,000 Congolese francs.

Upon payment of this claim from fees accumulated under the Investment Guaranty Program, the United States became owner of the Congolese francs which now can be used for U.S. purposes in the Congo.

The Investment Guaranty Program was first instituted as a part of the Marshall Plan and was recently expanded by the Foreign Assistance Act of 1961. Its purpose is to encourage participation of private enterprise in furthering development of the economic resources of less developed countries by assuring protection of the investments against certain losses.

The program has issued $691 million in guaranties of which $529 million is outstanding. Accumulated fees exceed $8 million.

President Accepts Tariff Commission's Findings

The President has concurred in recent findings of the U.S. Tariff Commission that no formal investigations should be instituted at this time to determine whether tariffs should be reduced on imports of lead and zinc, spring clothes pins, stainless steel flatware, and safety pins.

The President accepted the judgments of the Tariff Commission that there is no present justification for reinvestigating the escape clause actions—which resulted in increased duties—on these items. Therefore, the higher duties now in effect will continue to apply, without reduction or modification.

The President's decisions were reached after consultation with the Trade Policy Committee. The Tariff Commission studies were made pursuant to Executive Order 10401, which requires periodic review of affirmative actions taken under escape clause procedures.

More P.L. 480 Sales Agreements Signed

Agreements have been reached between the United States and Indonesia, Tunisia, United Arab Republic, Morocco, and the Syrian Arab Republic under Title I, Public Law 480 for sale of surplus agricultural products, with payment to be made in local currencies.

Commodities to be purchased by Indonesia, with values in U.S. dollars and approximate quantities in units specified, are as follows: Rice, $24.5 million, 4.2 million hundredweight; cotton, $36.3 million, 242,000 bales; wheat flour, $15 million, 441 million pounds; tobacco, $10 million, 13.9 million pounds; and ocean transportation, $6.9 million.

The commodities will be shipped over a 3-year period, except for about 110,000 bales of cotton to be shipped during the first year to third countries in exchange for yarn and cloth for Indonesia.

The Tunisian agreement includes wheat valued at $3.2 million, about 1.8 million bushels; barley valued at $1.9 million, about 1.4 million bushels; and ocean transportation, $0.6 million.

The United Arab Republic agreement is for wheat and/or wheat flour valued at $12.4 million, about 7.3 million bushels wheat equivalent; cottonseed and/or soybean oil, $17.5 million, about 110 million pounds; and ocean transportation, $2.3 million.

Morocco is to purchase $14.2 million worth—including certain ocean transportation costs—or about 7.3 million bushels of U.S. wheat and/or wheat flour. U.S. tobacco valued at $200,000, about 220,000 pounds, will be sold to the Syrian Arab Republic.

Proceeds from these sales are to be used for loans by the Agency for International Development (AID) to private U.S. and local business firms (except in Tunisia program), for economic development loans, and for various U.S. purposes.

Private Investment Funds Available in Far East

The Agency for International Development is reopening its program of local-currency "Cooley" loans to private U.S. and local business investors in Korea and the Philippines. These loans also continue to be available in Taiwan, Indonesia, and Viet-Nam.

U.S. businessmen are urged to take advantage of AID services to facilitate investment in the economic potential of all the less developed Far Eastern nations.

AID is ready to help promote private oversea investment in the developing nations in several ways, including "Cooley Fund" loans, investment guaranties, investment surveys and AID dollar loans to private foreign enterprises, either independently or with a U.S. investor.

The Cooley loans, named for Representative Harold D. Cooley of North Carolina who sponsored the amendment to Public Law 480 creating this program, are made in local currencies received from the sale of surplus U.S. agricultural products. Repayment is in local currencies. Administration of the Cooley loan program has been transferred to AID from the U.S. Export-Import Bank.

About $30 million in Cooley Loan funds is available this year in at least five Far Eastern nations—Taiwan, Indonesia, Korea, the Philippines, and Viet-Nam—for lending to U.S. and local businessmen.

New P.L. 480 sales agreements with Korea and the Philippines are generating local currency funds, making it possible to resume acceptance of Cooley loan applications for investment in those countries, where this program had been suspended because of lack of funds.

U.S. firms or their foreign affiliates may borrow Cooley funds to develop business and trade. Loans to foreign firms are limited to undertakings which will expand markets for U.S. farm products.

AID will not make loans for manufacture of products which would be sold in the United States in competition with U.S. goods or for the production of goods which would be sold anywhere in competition with U.S. agricultural commodities.

Cooley loans have been made in the past for such enterprises as a textile plant and a chemical plant in Korea and milk-processing, pharmaceutical, and animal feed-processing plants in Taiwan.

Applications or inquiries by U.S. firms concerning Far East investment services should be made by letter either to AID's Far East Bureau, Department of State, Washington 25, D.C., or to the U.S. AID Mission in the country where the investment is to be made. Applications by local, foreign firms should be made to the U.S. AID Mission in their respective countries.

Export Promotion Calendar

Star (★) indicates U.S. Department of Commerce exhibit participation.

March

12.—Annual convention, American Rolling Mill Association, Duquesne Club, Pittsburgh, Pa. Commerce speaker: Robert M. Berrie, Business and Defense Services Administration.

13.—Export Expansion Seminar, Blackstone Hotel, Chicago, Ill. Sponsor: Barley and Malt Institute. Commerce speakers: Jacob Schaeffer, Business and Defense Services Administration; James M. Weldon, Chicago Field Office.

14.—Annual meeting, Vise Manufacturers Association, Statler-Hilton Hotel, Washington, D.C. Commerce speaker: Charles F. Hughitt, Business and Defense Services Administration.

14.—Minnesota World Trade Association monthly dinner meeting, Normandy Hotel, Minneapolis, Minn.

15.—Chicago International Trade Club monthly luncheon. Panel discussion: Exporting Versus Manufacturing Abroad.

15.—Council on Foreign Relations, New York, N.Y. Commerce speaker: Assistant Secretary for International Affairs, Jack N. Behrman.

15-16.—Foreign Trade Workshops: Paris, Greenville, Sherman, Denison, Tex. Sponsors: Chambers of Commerce of East Texas.

15.—Seminar on Political, Economic, Social Trends in Iran, Israel, Italy. Library of International Relations, Graduate School, University of Chicago, Chicago, Ill.

17.—Quarterly meeting, Texas International Trade Association (TITA), Austin, Texas.

19-23.—13th Annual Institute on Foreign Transportation and Port Operations, University Center, Tulane University, New Orleans, La.

20.—Annual Rhode Island World Trade Conference, Colony Motor Hotel, Providence, R.I. Sponsors: World Trade Club, Greater Providence Chamber of Commerce; Manufacturing Jewelers and Silversmiths of America, Inc.; National Metal Trades Association; Rhode Island Development Council. Commerce speaker: Secretary of Commerce Luther H. Hodges.

20.—Monthly luncheon, Council on World Affairs, Cleveland, Ohio.

20.—World Trade Seminar opening session, Jacksonville, Fla. Sponsor: Jacksonville Chamber of Commerce; Southeastern Division, Office of Education, Department of Health, Education, and Welfare; U.S. Department of Commerce Jacksonville Office. Commerce speaker: Henry J. Dempsey, Bureau of International Business Operations.

20.—World Trade Seminar, University of Iowa, Iowa City, Iowa. Commerce speaker: Assistant Secretary for International Affairs, Jack N. Behrman.

22.—National Editorial Association meeting, Washington, D.C. Commerce speaker: Assistant Secretary for International Affairs, Jack N. Behrman.

23.—East Texas Foreign Trade Seminar, Tyler, Tex. Sponsors: Chambers of Commerce of East Texas.

23.—Societies of the Port of Philadelphia, Philadelphia, Pa. Commerce speaker: L. Edward Scriven, Bureau of International Business Operations.

24.—District conference, Rotary International, Chalfonte-Haddon Hall, Atlantic City, N.J. Sponsor: Rotary Club of West Chester, Pa. Subject: Effects of International Competition. Commerce speaker: William B. Dale, Bureau of International Programs.

24-April 1.—International Photography Fair, 34th Street Armory, New York, N.Y.

26.—Harvard Business School Association meeting, Chicago, Ill. Commerce speaker: Deputy to the Under Secretary of Commerce, John Stillman.

27-28.—45th Annual Convention, International Executives Association, Inc., Hotel Statler, New York City.

29.—Monthly meeting, West Michigan World Trade Club, Morton House Hotel, Grand Rapids, Mich. Commerce speaker: Patten D. Allen, Bureau of International Programs.

29-30.—Second Annual Washington Conference on Business-Government Relations in Marketing. Shoreham Hotel, Washington, D.C. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.

April

5.—American Association of Industrial Editors Convention, Summit Hotel, New York, N.Y. Sponsor: American Association of Industrial Editors. Commerce participants: William Ruder, Assistant Secretary of Commerce for Public Affairs; Eugene Foley, Administrator, Business and Defense Services Administration; John S. Stillman, Deputy to the Undersecretary of Commerce.

5.—Council on Foreign Relations, New York City, Commerce speaker: Assistant Secretary for International Affairs, Jack N. Behrman.

5.—Pacific Northwest Export Expansion Conference, University of Washington, Seattle, Wash. Commerce panelist: Paul E. Pauly, Bureau of International Business Operations.

5.—Seventeenth Annual Cleveland World Trade Conference, Pick-Carter Hotel, Cleveland, Ohio. Sponsor: Cleveland World Trade Association. Commerce speaker: H. P. Van Blarcom, Bureau of International Business Operations.

5.—40th Anniversary Luncheon, National Council of American Importers, Inc., Biltmore Hotel, New York City. Speaker: Secretary of Commerce, Luther H. Hodges.

Venezuela Gets Eximbank Loan To Buy U.S. Equipment

Eximbank President Harold F. Linder and Ambassador Jose Antonio Mayobre of Venezuela have signed a loan agreement in which the Bank will lend $7.5 million to the Corporacion Venezolana de Fomento, a development corporation of the Government of Venezuela.

Under terms of the agreement, Fomento will relend the funds to small and medium sized business concerns in Venezuela for purchase of U.S. equipment and materials. In this way, direct assistance is given to those Venezuelan concerns who wish to reequip or modernize their establishments.

Orders for a variety of industrial items are expected to be placed with U.S. manufacturers and exporters. The loan to Fomento was made under a credit of $25 million for Venezuela approved in August 1961.

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WORLD TRADE DIRECTORY REPORTS provide information on individual foreign firms including type of organization, method of operation, lines handled, size of firm, sales territory, names of owners or offices, capital, sales volume, and general reputation in trade and financial circles. Price, $1 each.

TRADE OPPORTUNITIES present specific requests from firms in foreign markets for connections with American suppliers for direct purchases of specific products, on offering to serve an agency or distributor basis.

TRADE CONTACT SURVEYS also may be used where satisfactory trade connections through the sources listed above are inadequate. This service is designed to locate several foreign firms in a particular country to meet the exporter's specific requirements. A charge of $10 is made for each survey conducted.

For further information on or use of these services consult the nearest Field Office. The experienced international trade specialists in the office will be glad to assist you.

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Greensboro, N.C., U.S. Post Office Bldg., BRoadway 3-8234.
Honolulu 13, Hawaii, 202 International Savings Building, 1022 Bethel St.
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Jacksonville 1, Fla., Federal Bldg., ELgin 4-7111.
Kansas City 6, Mo., 911 Walnut St., BAltimore 1-7000.
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Memphis 3, Tenn., Falls Bldg., JAckson 6-3426.
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Minneapolis 1, Minn., Federal Bldg., 339-0112.
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Portland 4, Oreg., Old U.S. Courthouse Bldg., CApitol 6-3361.
Reno, Nev., 1479 Wells Ave., 2-7133.
Richmond 19, Va., Parcel Post Bldg., MIlton 4-9471.
St. Louis 3, Mo., 2511 Federal Bldg., MAin 1-8100.
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